

# CONNECTICUT INDUSTRY J U N E 1 9 4 0



FORMATION of Army Seversky P-35 Pursuit Airplanes. Official Photograph U. S. Army Air Corps.

## *In this issue:*

OPEN HOUSE WEEK-END . . . .  
A SCHOOL REPORT FOR EMPLOYEES  
PIONEERING ON THE FRONTIERS. .

News Forum . . . Departments  
Business Pattern . . . . Hints  
for Exporters . . . Service Section

# T. A. D. JONES & CO., Inc.

NEW HAVEN, CONN.

BRIDGEPORT, CONN.



NEW HAVEN TERMINAL

DISTRIBUTORS

BITUMINOUS COAL  
INDUSTRIAL FUEL OIL

SERVING SOUTHERN AND WESTERN NEW ENGLAND

VIA

RAIL—WATER—TRUCKS

JUNE 1940

# CONNECTICUT INDUSTRY

VOLUME 18  
NUMBER 6

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

L. M. BINGHAM • EDITOR

## OFFICERS

E. KENT HUBBARD . . . *President*  
JOHN H. GOSS . . . *Vice-President*  
H. D. FAIRWEATHER . . . *Treasurer*  
C. L. EYANSON . . . *Sec. & Asst. Treas.*

## BOARD OF DIRECTORS

F. W. GILBERT	C. H. CUNO
D. S. SAMMIS	JAMES E. BRYAN
C. L. CAMPBELL	A. M. ALLEN
F. R. HOADLEY	R. E. PRITCHARD
O. G. WILLIAMS	EDWIN S. TODD
H. G. ELLIS	EDWIN PUGSLEY
H. H. RAPP	F. H. MONTGOMERY
F. C. LUCE	A. D. WILSON

## COMMITTEE CHAIRMEN

C. H. GRANGER  
*Workmen's Compensation*  
WILSON H. LEE . . . . . *Agriculture*  
W. H. PEASE . . . . . *Traffic*  
F. S. CHASE . . . . . *Power and Waterways*  
JOHN H. GOSS . . . . . *Research*  
E. KENT HUBBARD . . . . . *Legislative*  
F. S. CHASE . . . . . *Highway Safety and  
Scenic Restoration*  
JAMES E. BYRAN . . . . . *Foreign Trade*  
C. F. HOLLISTER *Finance and Taxation*

## ADMINISTRATIVE STAFF

C. L. EYANSON . . . *Executive Director*  
L. M. BINGHAM *Commercial Secretary*  
N. W. FORD . . . *Traffic Manager*  
MAHLON ASHFORD . *Foreign Trade Mgr.*  
P. W. ADAMS

## DEPARTMENTAL STAFF

M. R. RAITES	A. M. KRISTOF
R. C. JOHNSON	M. T. MONTGOMERY
K. M. EDGERTON	D. N. LOUCKS
A. M. MURPHY	J. A. KAST
A. D. MIGLIORA	M. E. HOGLUND

## LET US GIVE THANKS

By E. KENT HUBBARD

In a world where the lights of civilization are growing dim, let us thank God for America—America where our forefathers worked, bled and died in conflict that we who followed after might reap the world's first great harvest of freedom. Let us give thanks too for the largest collection of material blessings which have followed in the wake of our civil, economic, and religious liberties.

Now, amid the greatest tempest that has struck the world since the Napoleonic Wars and the most serious challenge that has confronted America as a land of liberty since the Revolutionary War, let us be calm. Let us be calm while seeking that God-given vision and determination required to weld our vast mental, material and spiritual resources into superior armament—the only force that will prevent the ultimate destruction of the liberties of all freedom loving peoples by military nations.

With profound sympathy for those nations now being trampled under the feet of a ruthless foe and with contrite hearts for our many errors of the past, let us resolve that with the help of almighty God we shall once more, as in the past, submerge our group differences and muster our latent strength to build a greater America strong enough to place the constructive forces of the world again in the ascendancy.

Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 50 Lewis Street, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



# The Legiscope

By PAUL ADAMS



**DOWN WITH REASON!** Gone is the "rule of reason" in testing the legality of price-fixing agreements. The Supreme Court decision in the Madison Oil case (*U. S. v. Socony-Vacuum Oil Co., et al.*) declares that a combination to raise the prices of a commodity where the combination controlled a substantial part of the interstate trade in that commodity was illegal *per se*, thereby abolishing the old test that only unreasonable combinations were illegal. Mr. Justice Douglas delivered the majority opinion. Mr. Justice Roberts, in the dissenting opinion, pointed out that the Sherman Act was not intended to prohibit concerted action to remove harmful and destructive practices in an industry as was the situation in this case.

**"THE FEDERAL DEFICIT.** MR. RICH: Mr. Speaker, I am going to talk about a new subject this morning. (Applause). It will be new to you New Deal Democrats who applaud, because I want to say to you that as of April 11 we are \$2,924,956,701.14 in the red on this year's operations of the Government. Is not this new to you? Certainly it is.

"I now want to call your attention to the fact that you cannot go on spending \$8,000 a minute more than you take in. You have about reached the national debt limit. Something terrible is going to happen unless you come to realize your error. You Democrats have not thought of bringing in a new tax bill. You Democrats have not thought of trying to cut down these expenses. All you have done this session is to appropriate, appropriate, appropriate! Is that new to you? No; that is not new—these terribly extravagant appropriations. But where are you going to get the money? Not one of you can answer that question. You do not know and I do not think the New Dealers care. It is a terrible position you have the country in; correct it at once before it is too late. (Applause.)

"(Here the gavel fell.)"

**THE OTHER SIDE** of the Walter-Logan Administrative Procedure Revision Bill was presented by Representative Thomas F. Ford of California. He lambasted the "great and powerful group" who were the supporters of the legislation, accusing them of wanting to provide means to block all restraints imposed by the administrative rules in the interest of the rank and file." He quoted the Brookings Institution as saying that the bill "seemed not only to permit, but almost to invite, tactics which would in effect prevent the Administration of any law opposed by a well financed pressure group." He poked fun at "the fear of Administrative absolutism" by calling it the straw man "set up by those who wish to conduct their business without any sort of regard for the general welfare." The Brookings Institution has this further to say:

"The desire to extend a Judicial form of procedure . . . is based upon a trust in the Judicial formula, combined with a distrust of Administrative experience . . .

" . . . The doctrine of the Judicial formula is wrong in its fundamental objectives. . . . Its animating purpose, the desire to subject every possible disagreement between the individual and the Administration to complete control by the Court, is opposed to the inevitable, necessary, and useful evolution of Administrative procedures and Administrative and Judicial controls that have been a notable feature of Federal Government during more than half a century. The theory is based on the moribund conception that law cannot prevail or justice be done except through the court."

**A HINT AS TO THE REAL PROBLEM** is made by the Supreme Court of the United States in the *St. Joseph's Stock Yard* case, when it says:

"Legislative agencies with varying qualifications, work in a field peculiarly exposed to political demand. Some may be experts and impartial, others subservient."

Some businesses are capable of regulating themselves with results beneficial to all, but we do not hear of any one who would rid them of all the strings of administrative regulations. The regulators need regulating—just the same way as any one else who might abuse freedom of operation.

**PREVAILING MINIMUM WAGES** under the Public Contracts Act are properly determined by the Secretary of Labor without regard to "local" consideration. The United States Supreme Court in *Perkins v. Lukens Steel Company* upheld the single prevailing minimum wage for a large geographical area consisting of fourteen states and the District of Columbia. The decision means that all those who would sell to the Government must pay their employees working on Government contracts the minimum wages determined by the Secretary of Labor. On one hand, industry in high-wage areas is free from threat of competition from low-wage areas. But, on the other hand, all wages in the area of the determination are affected in that the best labor gravitates to those companies which pay the higher wages. And, too, the United States seems to be deliberately raising the prices it must pay for all supplies, including war materials.

**PRODUCTION COSTS DILEMMA** is created by the conflicting requirements of the Wage and Hour Act and the Unemployment Compensation Acts. The former applies a 50% hourly penalty upon the employer if he distributes his work loads so that too great a portion of the available work is given to any one or more employees. The Unemployment Compensation Act, through the benefit payment and

(Continued on page 19)



# OPEN HOUSE WEEK-END

**I**NDUSTRY in Connecticut held Open House last month.

The vast complex machinery of the state's manifold manufactures was explained in words of one syllable to thousands of guests. The problems of industry were aired by top-flight leaders in industrial research before economists, scientists and high school students. The Governor of the state greeted his citizens with the simple informality which is only possible in the world's one remaining democratic nation.

The idea originated in the State Development Commission. It was executed by the Commission with the assistance of the Manufacturers' Association of Connecticut as co-sponsor and the cooperation of Chambers of Commerce and local manufacturers in their respective communities.

Industry held Open House—and everyone was invited. Governor Baldwin sent his invitations in proclamation form to every daily and weekly paper in the state, to every pulpit in Connecticut's many churches, to every high school and trade school where boys and girls are preparing to take their place in the world of industry.

Four days of Open House events

which were informative, thought-provoking, and entertaining drew over a hundred thousand guests. But more important than the number who came is the fact that they enjoyed it, that "thank you" notes indicating improved understanding of industrial problems are being received every day by manufacturers in a hundred plants.

Factories which had never invited public inspection before realized the importance of the chance to show customers and other manufacturers what was going on inside their doors. The Seth Thomas Clock Company, knowing that many of its employees had never seen all of the plant in which they worked, laid out tours so their workers could learn more about the factory where famous Connecticut timepieces are made. A photographer from LIFE Magazine prowled through the plant, taking pictures of the clocks and the people who make them, and the visitors who watched the ticking mechanisms take shape.

People who had never realized the work that went into the making of their typewriter or their hat or their brushes or their food learned the tremendous amount of planned effort that went into each step of produc-

---

**Editor's Note.** This brief article stresses the highlights of events held during Connecticut's first Industrial Open House, May 16-19.

---

tion. Manufacturers answered many eagerly asked questions which they discovered to their surprise are a continual puzzle to the layman. Technical experts learned by teaching. The worker had a chance to show the wife and youngsters what he does during the eight hours he is earning his bread. Visitors went away from plants with a dozen different samples: a "slug" of linotype with the bearer's name from a printing company, a box of tea balls, a generous helping of ice cream, a sheaf of stationery, a fine-textured brush. They went away, too, with a new understanding and respect for the quiet, vital work that thousands in Connecticut industry are doing in hundreds of plants.

Printing concerns were particularly popular, with hundreds of visitors flocking in groups to watch the progress of a word from the typewriter to the printed page. At the typewriter plants, models of bookkeeping and

Left to Right: Charles E. Rolfe, Chairman, Connecticut Development Commission and Assistant to President, Southern New England Telephone Co.; Dr. Albert W. Hull, Assistant Research Director and Dr. Chauncey Guy Suits, Research Physicist, General Electric Laboratories, Schenectady, N. Y.; Dudley Harmon, Executive Vice President, New England Council; Kenneth P. Gregg, Technical Director of Connecticut Development Commission and Chairman of Research Day Committee; E. Kent Hubbard, President, Manufacturers' Association of Connecticut, Inc. and toastmaster of afternoon session; W. H. Carey, Advertising Director of Time and Fortune publications; L. M. Bingham, Commercial Secretary, Manufacturers' Association of Connecticut, Inc., and Vice Chairman of Research Day Committee; Lewis W. Waters, Vice President in charge of Research and Development, General Foods Corporation.



adding machines were also on display. Hand-made tools for shipbuilding, old-fashioned hand presses, buttons, shirts, paper boxes, literally thousands of products which are used every day were introduced to their users while they were in the making.

Industry held Open House—and hosts and guests learned a lot.

Friday in New Haven, research had its day. For over a century, laboratories all over the country have been patiently exploring new fields which will push back frontiers of science—and make life easier and richer for the John Q. Public who is sometimes called the Man in the Street.

Dr. Chauncey Guy Suits who is research physicist for the General Electric Research Laboratory which spends a million dollars every year to make a better product at a lower cost gave the first talk before a group of scientists, economists and boys from trade schools and high schools who were assembled in the New Haven Lawn Club. Speakers in the morning session were introduced by Kenneth P. Gregg, director of research and planning of the State Development Commission, as chairman of the meeting.

Dr. Suits told his listeners that continual research in electric lighting has made it possible to obtain 20 times more light today than in the early days of the so-called "perfected" carbon light.

"In 1900," Dr. Suits continued, "even Edison firmly believed that the carbon lamp could not be substantially improved. At that time 21 years of effort had already been spent on it. Careful examination of the remarkable research record since that time shows that at almost any stage in its develop-

ment the light source seemed to be beyond further improvement."

Briefly reviewing the records of research in the field of electricity, Dr. Suits evaluated the contributions of Dr. W. R. Whitney, founder of the GE Research Laboratories, who made the first substantial improvement with the metallizing process. He traced subsequent developments in the discovery and use of tungsten filament in light bulbs, use of the gas-filled lamp, which was followed by the electric vapor discharge or the familiar neon light, the electric arc, the mercury vapor lamp and the sodium vapor lamp, which gives non-glaring yellow light like that used to illuminate the Portland-Middletown Bridge.

"These improvements," Dr. Suits concluded, "have come with such regularity that no one is now willing to predict what further developments lie in the future."

The new technique in journalism which FORTUNE has developed in its monthly survey of public opinion was discussed by W. H. Carey, advertising director of FORTUNE, as the next speaker. Mr. Carey talked about "What John Q. Public Thinks." He made the point that the problem of survey editors today is to teach people how to use the enormous amount of research which confronts them on every side most effectively.

Mr. Carey outlined briefly the history of FORTUNE'S survey which began in 1935 and leaped to national prominence in the 1936 presidential election when the survey, alone among election polls, gave FDR the favor of 61%. The actual election majority was 60.5%.

A short "March of Time" film de-

picting the advances of research in industry was shown, followed by a research film called "Wake Up, America" which Karl T. Compton, president of MIT, recommended with the sentence, "I have rarely seen as thrilling a presentation of what industry is doing."

Following the luncheon in the New Haven Lawn Club, E. Kent Hubbard, president of the Manufacturers' Association of Connecticut, presided at the afternoon session and greeted more than a hundred delegates from high schools and trade schools.

Dr. Albert W. Hull, research director for the GE Laboratories, told the forum that research in electric lighting alone has saved the general public six hundred million dollars in lamps and three billion dollars in power.

"If the Research Laboratory at GE were eliminated," Dr. Hull pointed out, "the price on a hundred dollar refrigerator might have been reduced to ninety-five dollars—but then there would have been no refrigerator."

In a plea for more research which should be extended into wider fields, Dr. Hull declared, "The criticism has recently been made of technological research that it causes unemployment and dislocation because it has proceeded faster than our understanding of the economic and social factors needed for its use. Whether the charge is true or not, it is a just plea for more research. The important thing is that you and I should appreciate the value of research which, in everyday words, is an honest, persistent effort to understand things better."

Lewis W. Waters, research director for General Foods Corporation, fol-

(Continued on page 20)



**MODERN PIONEERS** who attended Research Day Meeting. Left to right—Thomas E. Dunn and Edward P. Bullard, The Bullard Co., Bridgeport; Albert Breitenstein, The Geometric Tool Co., New Haven; Charles E. Rolfe, Chm., Connecticut Development Commission; E. Kent Hubbard, President, Manufacturers Association of Connecticut; John Cargill Shaw, Pratt & Whitney Div., Niles-Bement-Pond, and Karl E. Peiler, Hartford Empire Company, Hartford; Fernley H. Banbury, Farrel-Birmingham Co., Ansonia; Henry Jones Blakeslee, The States Co., Hartford. With the exception of Mr. Rolfe and Mr. Hubbard, all received Modern Pioneer awards on February 16 for their outstanding inventive developments.



**LEON BARZIN** directing Hartford Symphony orchestra during solo rendition by Anna Kaskas, Hartford's own star of the Metropolitan Opera.

## OPEN HOUSE WEEK-END



**GOVERNOR** leaving State Library at close of reception ceremonies.



**THE CROWNING EVENT** of Middlefield's Apple Blossom Festival; Governor Baldwin and Miss Delia Traskos, Queen of the Festival.



**GOVERNOR** Baldwin on the receiving end of hundreds of handshakes during "Open House" reception.

# A School Report For Employers

By A. M. McCULLOUGH, *Superintendent, Fairfield Public Schools*



A. M. McCULLOUGH

FOR nearly three years a group composed of Superintendents, representing the Connecticut Association of Administrators, and members of the Connecticut Manufacturers' Association and the Connecticut Industrial Council, have been meeting to discuss mutual problems and to bring about cooperation between schools and industry. During this time a number of problems have been attacked by the group, some of which have been solved quite successfully.

At a meeting early in the spring, the members of the group recognized the great need for having available in the schools reports concerning prospective employees. They agreed that such reports would be of inestimable value to employers desiring information about students applying for positions. Therefore, the group decided to study the matter and to develop a suitable report form.

As a first step, the superintendents submitted copies of the various permanent record cards being used in the schools of the state. Then the members of the Industrial Council and representatives of the Manufacturers' Association studied these cards and selected the items listed on them that, in their opinion, would help them to judge the worth of a prospective employee. Next these selected items were set up in a form that appeared feasible to the

entire group. At present this form is being printed free of cost by the State Department of Education, and copies will be placed in the hands of the superintendents throughout the state.

It will be the duty of the superintendents to provide as much of the information requested on these blanks as is possible, and to have them on file where they will be available to prospective employers. Prospective employers will contact the school authorities, probably the high school principal, and ask for a report on a particular individual. The report will then be taken from the files and a copy given to the employer. In the areas where the employment bureau is handling a major amount of the appointments, it is suggested that enrollees in the bureau send requests to the school asking that the reports be sent directly to the employment bureau.

The report form itself is not elaborate, as can be seen from the facsimile on page 7. The group tried to make it as simple, effective, and unobjectionable as possible.

When the school does not have the information called for on the report such items are to be left blank. The various elements are not defined, since the group decided that any attempt to standardize by definition would be a difficult task and would result only in compromise, not absolute agreement. Hence the interpretations that are to be placed on these particular items are those usually considered in ordinary conversation. The places reserved for

*Editor's Note.* Here is help for both employers and youth seeking jobs. For the foremen the new job report form is both a time saver and a good indicator of potential capabilities for a given type of work. For youth it will serve as a guide, enabling them to correct their weak points and as a salesman bringing out their strong points which might otherwise be overlooked through the reticence or oversight of the applicant.

comments are to be used. It has been recommended to the Superintendents of the State that all students who terminate their enrollment with the school should have one of these blanks made immediately and that it should be placed on file with their permanent record. This report should be the best report available of the actual characteristics of the individual at the time that he left school.

The report form has been received very enthusiastically by both schools and industry. The school people have responded to it with a greater show of interest, with a larger number of requests, and with comments of a higher order than to any other problem that this particular group has had the privilege of attacking in the past three years.

As time goes on this blank will be improved. The group will welcome any suggestions concerning changes or additions. Without doubt, some employers in certain areas may wish information other than what is included here. Therefore, it is suggested that individual agreements on types of additional material should be reached by the employer and the school authorities in the particular area. Such cooperation between school and industry is essential to both organizations. It is the hope of the members of the group that cooperation between schools and industry will continue; and that other very important and worthwhile activities will be carried on by both groups working in unison.



SCHOOL REPORT TO PROSPECTIVE EMPLOYER

NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_

DATE OF BIRTH \_\_\_\_\_ GRADE OR CLASS COMPLETED \_\_\_\_\_

REASON FOR LEAVING SCHOOL \_\_\_\_\_

Please check the following to the extent possible from your records and the knowledge of yourself or staff regarding the individual. If you have no basis for judgment leave the space blank. Use other side for additional comments. On scholarship, if relative rating in class is known please indicate this under "comments." On intelligence rating, under "comments" please name tests used. In order that interpretation may be somewhat uniform, please consider an I.Q. of 90-110 as average.

GENERAL FACTORS	ABOVE		BELOW	COMMENTS
	AVERAGE	AVERAGE	AVERAGE	
Scholarship.....				
Regularity of Attendance....				
Punctuality.....				
Intelligence Rating.....				

PERSONAL QUALITIES

Personal Appearance.....				
Personality(Personal Appeal)				
Judgment (Common Sense).....				
Concentration.....				
Cooperation (Team Work).....				
Reliability.....				
Industriousness.....				
Thoroughness.....				
Initiative.....				
Self-Control.....				
Safety Consciousness.....				
Health Condition and Habits.				

What were his best subjects? \_\_\_\_\_

In what school activities did he show leadership? \_\_\_\_\_

Was he a good citizen in the school community? \_\_\_\_\_

What evidence has he shown as to vocational interest? (If you have results of any vocational aptitude tests, please give us your findings.) \_\_\_\_\_

\_\_\_\_\_  
(Signed)

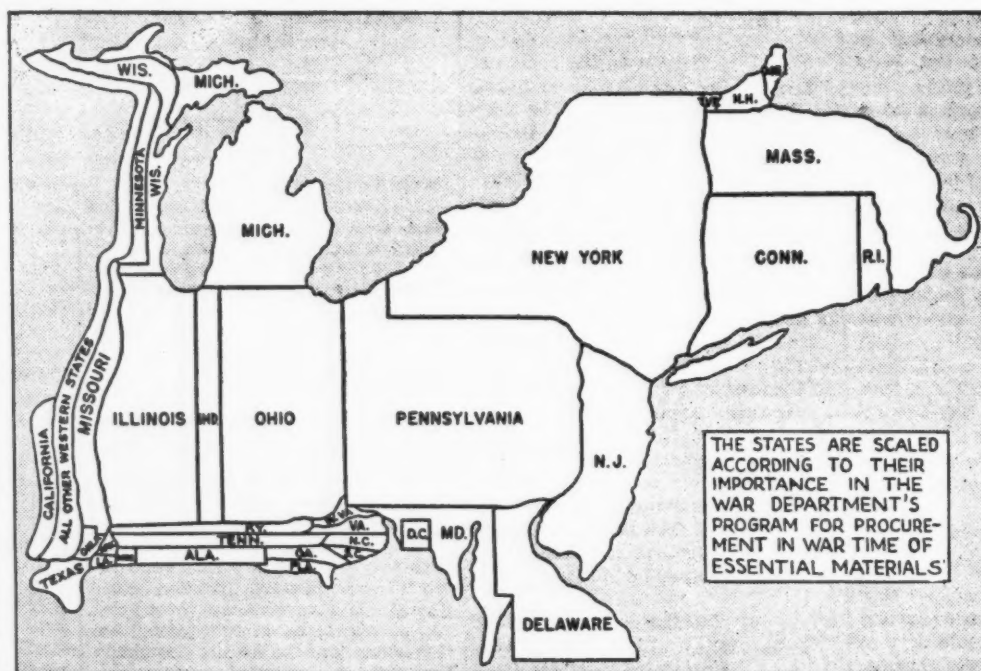
\_\_\_\_\_  
(Date)

\_\_\_\_\_  
(Official Position)

\_\_\_\_\_  
(School)

# TUNING IN FOR DEFENSE

MAP showing Connecticut's importance in the War Department's procurement program.



Courtesy of New York Times

THE horror, speed and implications of the events in Europe last month and now, are rapidly awakening Americans to the importance of a well-planned domestic industrial organization as an absolute essential for sustained military and naval successes in the field.

Because modern warfare must be waged, even by democracy, on a totalitarian scale, with every branch of our economy as much a participant as the men at the front, the question arises in the minds of all, what can a democracy do to meet this tremendous and burdensome requirement of total organization in a modern war effort.

Naturally the matter has been carefully studied and acted upon to a certain degree ever since the World War. The blunders made during that war have guided the planning which has been carried on ever since under the planning branch of the office of the Assistant Secretary of War and the War Procurement Section of the Fleet Maintenance Division of the Navy Department, with coordination taking place through the Army and Navy Munitions Board. As a result of these efforts the many of the potential war industries in the United States know,

at least in part, what they will be called upon to do in time of emergency.

In taking an inventory of war needs, those in authority devoted much attention to the "problem items" of war equipment and raw materials—those products either not manufactured in this country or not produced in sufficient quantity.

Since the industrial burden of modern warfare falls primarily upon the metal and metal working industries, the importance of Connecticut with its vast diversification in the metal working field, can readily be seen (note size of Connecticut in proportion to physical size in raw materials map on this page). Under this metals group come such essential war items as iron and steel, machine tools, combustion engines, small arms and heavy ordnance, communications equipment such as wire, guns, emplacements, automobiles, tanks and boilers. Also very important are the textile industries making webbing, cotton duck, woollens for clothing and blankets, and insulation for wiring. Optical instruments are also highly essential.

So-called "strategic" materials, of which little or none is produced in

this country and "critical" materials which are available in only limited quantities, have been listed by the war planners. Although they have been listed and plans have been made for their purchase, it is understood that not over \$10,000,000 has been actually appropriated for their purchase up to May 20, out of \$100,000,000 authorized by Congress for such budget. Estimates of adequate reserves of strategic and critical materials have been placed at \$1,000,000,000, which means that the United States has appropriated only one hundredth part of the funds necessary for this vital purpose.

## Strategic Materials

Materials falling under this heading include antimony; chromium; coconut shell charcoal; manganese, ferrograde; manila fiber; mercury; mica; nickel; quartz crystal; quinine; rubber; silk; tin; tungsten.

## Critical Materials

Materials falling under this heading include: aluminum; asbestos; cork; graphite; hides; iodine; kapok; opium; optical glass; phenol; platinum; tanning materials; toluol; vanadium; wool.

(Continued on page 19)

# PIONEERING ON THE FRONTIERS OF MODERN INDUSTRY

By **RAOUL E. DESVERNINE**, *President,*  
**Crucible Steel Company of America**

---

**Editor's Note.** In this address given at the Modern Pioneers banquet, Hartford Club, February 16, Mr. Desvernine gives a forceful and effective answer to the critics of American business and our democratic free enterprise system.

---

**Y**OUR toastmaster in his introduction has written my speech for me. He has composed my theme song. He has said that I am a Democrat and an Economic Royalist. I publicly boast of being both. If, however, I was asked to describe myself in slogan terms, I would say—to be accurate—that I am a Refugee Reactionary Democrat and a Prince of Privilege as well as an Economic Royalist. These labels have been plastered on many of us with nauseating repetition during the past seven years by self-aggrandizing demagogues, vote-gathering politicians and star-gazing theorists with the malicious intent of damning us with the rank and file of the people. But I glory in these labels because they are the greatest compliments which can be paid to any true American.

Let me clear this record!

I am a democrat, not in a partisan sense, but as a matter of fundamental political faith. The organization to which we belong is no longer important. It is the political creed which we profess which is vital. Why nowadays most of the Republicans are Jeffersonians and many of the Democrats Hamiltonians! I am a democrat in the sense that I still believe in Constitutional Democracy as the only practical and worthwhile form of political government.

I am a Refugee Democrat in that I have fled from the political adventurers who have stolen the livery of the Democratic party and who have betrayed its traditions and repudiated its platform pledges.

I am a Reactionary in the sense that I still hold firm to the faith of the founding fathers and to the eternal

verities which they institutionalized in our Constitution and refuse to march to the regimented step of totalitarians in the false name of modernization and progress.

I am an Economic Royalist in that I believe in the divine right of man to work out his own salvation and security with his own labor, skill and ingenuity as a free man under the Free Enterprise System and not as a cog in a machine under an imposed planned and "blueprinted" economy. And, furthermore, we can point with pride to the record of progress under the regime of the Economic Royalists, as certainly this country grew to unprecedented greatness under their administration.

I am a Prince of Privilege because I claim the nobility and privilege of being an American and because I demand all the rights and privileges which go with that high estate.

Now, all of this is not intended as self-glorification, but rather as an acceptance of the challenge which this "name-calling" implies and in order to sharply define the issues with which we are confronted.

Free men alone have the urge and incentive to venture to cross new frontiers and the courage to withstand the privations necessary to open up and develop newly discovered areas. Our forefathers clearly understood that their political experiment could succeed and that our great territory and natural resources would only be explored and exploited if Americans were free to pioneer with the hope of profit. They, therefore, designed a political system on an economic and social structure in which individual freedom could live and thrive. They sought the liberation of the human spirit so that man could design the pattern of his own culture and work out his own economic destiny through his own ingenuity and free enterprise. They did everything conceivable to constitutionally guarantee us against the economic strangulation caused by the tightening hand of government on individual liberty and free enterprise.

They emphasized the overwhelming importance of spiritual and intellectual freedom.

It is significant that our Federal Constitution contains more denials of and limitations on the powers of government than it does grants of powers. The Bill of Rights expressly guarantees certain specific personal rights and safeguards them against government usurpation so as to preserve the integrity and liberty of the individual. Experience had taught our founding fathers to fear government encroachments on individual freedom. They tried to "strait-jacket" our government so that it would be impotent to trespass on personal liberty. Governmental powers and functions were, therefore, scattered between the Fed-



**RAOUL E. DESVERNINE**

eral Government and the Sovereign States; and even the limited powers of the Federal Government were subdivided into three independent and coordinated departments, each a check on the other; all with the clear purpose of preventing a concentration of power in any one political unit, as it was well known that any such concentration in any one unit, no matter how democratic, was, as Washington said, despotism. All of this dispersion of power was no happenstance. It had a definite purpose. It represents the soul of our institutions.

This philosophy, so clearly "blueprinted" by our Constitution, is not limited to just political organization and processes. It contains within it an integrated economic and social philosophy as well. It proclaims a "Way of

Life"—the American Way of Life. In its political application it is known as "Constitutional Democracy;" in its economic and social application it is known as "Industrial Democracy" or the "Free Enterprise System."

Now let us clear up a very much misunderstood question. The Free Enterprise System is *not* a system of pure laissez-faire. It is a system of producing a living and raising the standard of living through voluntary cooperation and effort as distinguished from compulsory cooperation and forced and controlled effort. You cannot have political freedom and economic slavery; and you also cannot have political slavery and economic freedom. Political and industrial freedom are each only inseparable component parts of *human freedom* and human freedom, as I have said, comes alone from liberating the human spirit so that man can design the pattern of his own culture and work out his own economic destiny through his own efforts.

Time does not permit my detailing all of the shackles which have been imposed upon us in the fair name of modernization and under justification of emergencies, but I can assure you that practically every basic productive, distributive and financial agency of our commercial life is already subject to some form of governmental control.

These controls have been imposed by many legislative acts, executive orders and administrative regulations, intended only to correct specific abuses or to adapt particular situations to new conditions. But if we put all these pieces of legislation together—we find that they all fit together perfectly as pieces in a jigsaw puzzle and make a well rounded picture of a "new order of things" which is the antithesis of Constitutional Democracy and the Free Enterprise System. Many of their objectives are laudable but the legal machinery set up to carry them out is anti-democratic in character.

This new ideology of a totalitarian paternalistic state—the picture in our jigsaw puzzle—which has captured most of Europe and which has been creeping up on us here by subtle insinuation, is anti-scientific. I say it is anti-scientific because it harnesses the free play of human ingenuity and curiosity; it destroys the urge—the pioneer spirit—to risk new voyages of discovery in the hope of reward, and it curtails creative experience. In fact, it is anti-man, as it seeks to recreate man in a new image according to some

economic formula which is contrary to his nature.

*We are not just fussing about political forms and economic formulae; we are fighting a philosophy of life.*

Now all of this philosophizing might seem far afield from the subject of patents to which the National Association of Manufacturers is devoting its "National Modern Pioneer" program, but as a matter of fact, it goes to the very heart of the subject. If political freedom and free enterprise are essential, to open up new territories and to discover and develop our natural resources, as our founding fathers believed and as our constitutional philosophy recognized, consider how much more necessary it is to guarantee the freedom of the mind and of the human spirit to explore the undiscovered regions of the world of thought and science! We are playing with a delicate organism when we tamper with the creative spirit of man.

The authors of the Constitution clearly foresaw this. They conferred on Congress the power to grant inventors a proprietary interest in their ideas and Congress set up a system which assured inventors the benefit and profit flowing from the use of their discoveries. A patent is nothing more than evidence of ownership of the idea the inventor discovered. It is similar to the title granted to the pioneer on the land he has cleared and put under cultivation. The license granted under a patent is of the same nature as the lease of a part of the pioneer's homestead and its purpose is the same—to produce revenue for the owner.

It is now being proposed that Congress make it unlawful to sell or assign a patent or grant any license on any condition which would restrict the licensee in respect to price, quantity of production, the purpose for which the patent may be used, or the geographical area in which it may be sold. It is claimed that this will prevent patents from being used as instruments of monopolistic control. This is not true. The anti-trust laws are applicable to business operations having to do with patented articles. Furthermore, this proposal denies the owner the right to impose his own restrictions on the use of his property by others. It recognizes title; but socializes use.

Another proposal which has originated from Washington is to legally oblige all patent owners to license the use of their patents on equal conditions to be prescribed by the Government,

to everyone requesting a license. This seemingly has the laudable purpose of making all inventions available to society upon the payment of a royalty fixed by government. It, in effect, compels the owner to lease his property to everyone at a rent dictated by the government. This basically challenges our traditional ideas of property. It savors of collectivism in its potentialities and is contrary to the concepts of the authors of the Constitution in recognizing a property right in invention in its fullest connotation. The public interest must, of course, be consulted; selfish misuse of property must be outlawed; but is it necessary to completely socialize property to make its private ownership and use consistent with the public interest?

I submit that these proposals are unnecessary to accomplish their professed objectives and I caution you that they contain veiled implications of possible radical change in our traditional system of patent law.

In the thinking behind both of these proposals I see pieces in our jigsaw picture of totalitarianism and paternalism. I might be supersensitive, but a scalded cat runs away from cold water.

Furthermore, we have learned from bitter experience that government controls, although innocuous when initiated, have too often become serious in their ultimate consequences and applications. The appetite for power feeds upon itself.

Another important consideration: Regulation to assure the better functioning of our existing system, to correct its abuses and to modernize it to meet changed conditions is one thing; but regulation which, in purpose and in fact, is dedicated to manipulating us into a new order of society is quite another thing. We must, therefore, ask ourselves the question—are these regulators guardians of our laws and traditions, or, are they improvisers, improvising their pet notions? The answer to that question is to be found in their political and economic philosophy—in the quality of their minds. And in diagnosing their thinking we must take into consideration their ideas in general as they have graphically revealed them in many legislative acts. We must fit each proposal into the general pattern of their philosophy to correctly understand it and to properly judge its wisdom. That is the real point I am trying to emphasize. These proposed patent changes are pat

(Continued on page 18)



# NEWS FORUM

## Acquisitions

### UNIQUE PRODUCTS CORPORATION

of Nutley, New Jersey, developers and manufacturers of an important new compound for sealing the joints of steam pipes has just located in Bethel in a building formerly occupied by a vodka distillery. Induced to locate in the Danbury-Bethel area by the Danbury Chamber of Commerce's industrial committee, it is understood the company's revolutionary new product, unknown 15 months ago, has received such an excellent response from industry that it was necessary to withdraw salesmen from the road 6 months ago because the concern oversold.

Hugh Myers, sales manager of the corporation and discoverer of the formula, explains that the compound has a mineral base, and when combined with other minerals under the methods employed by the corporation, the new compound remains in a plastic and flexible condition which makes it possible for industrial plants or small users to stock as much as they desire without fear of its being wasted through oxidizing. The compound is said to withstand a temperature of 1200 degrees centigrade. If the Bethel plant is found capable of producing sufficient quantities of the product to meet the constantly increasing demands, the New Jersey plant will be closed and all operations carried on in Bethel.

Officers of the company are G. W. Spurr, president, and L. J. Cotter, secretary and treasurer.

\*\*\*

**MANCHESTER HAS GAINED**  
another new industry in the Carlton

Corporation, formerly of 133 Laurel Street, Hartford, where it leased for a term of two years from May 1 the vacant factory formerly occupied by the Manchester Net Company. The Carlton Corporation is a Hartford owned company and has been doing business in Hartford at 133 Laurel Street for approximately 18 months, manufacturing door chimes. Employment in Manchester will approximate 24 persons, according to Carlton McMullen, General Manager of the company.

\*\*\*

### PLANS FOR THE ERECTION

of a half million dollar plant by the American Cyanamid Company on land recently acquired in the southern part of Wallingford covering more than 100 acres, have just been announced by Oliver V. Ober, president of the New Haven Chamber of Commerce, which assisted the company in locating a suitable site in the New Haven area. The new factory which will manufacture resins for plastics and other purposes, will be the first unit in a large development expected to extend over a 10-year period. Part of the plant, it is understood, will be air-conditioned.

According to Mr. Ober, the Chamber's Industrial Development Committee, which has been in contact with the American Cyanamid officials for more than a year, extended its services beyond the city limit of New Haven since no property could be found in that area which met with requirements. Said he, "Our negotiations with the American Cyanamid Company are an example of the extent to which our Committee is attempting not only to locate new factories in the City of New Haven but also

attract industries to the area immediately adjacent which will have a direct effect on the employment opportunities for local people and business for local concerns."

The American Cyanamid Company, a nationally known concern with assets in excess of \$77,000,000 was originally incorporated in Maine, July 22, 1907, to operate a patented electro-thermic process for the fixation of atmospheric nitrogen. With its subsidiaries, the company now manufactures and distributes both heavy and fine chemicals and related products, including acids, alkalis, dyestuffs and intermediates, mining chemicals, fertilizers, insecticides, and fumigants, pharmaceuticals, biologicals, surgical sutures, explosives, gypsum structural products and industrial chemicals. The plants of the parent company are located at Warners and Bound Brook, New Jersey and Niagara Falls, Ontario, and Waterbury, Connecticut. Its phosphate rock mines are located in Florida, and its chief research laboratory in Stamford, Connecticut. A total of over 7,700 people are employed by the company whose main offices are located at Rockefeller Center, New York City.

\*\*\*

**NORTH AND JUDD MANUFACTURING COMPANY**, New Britain, one of the nation's leading manufacturers of saddlery hardware, buckles, spurs, metal specialties recently purchased the clothing, hardware and buckle business of the Alma Manufacturing Company of Baltimore, Maryland. It is understood that the newly acquired business will be conducted in Baltimore for the time being but eventually will be transferred to New Britain.



## From the Famous Sunshine Bakeries

... NIKS Cookies go out to be displayed on counters throughout the land.

That these delicious confections are sold in such enormous quantities is a tribute both to their fine quality and to the astute merchandising plan which packages them so they can be seen by millions of people.

It is a pleasure to produce sales-building packaging for Sunshine Specialties—and it would be a pleasure to be of service to you.

**ROBERTSON  
PAPER BOX COMPANY**  
MONTVILLE, CONN.  
NEW YORK OFFICE  
420 LEXINGTON AVENUE

---

## Calendar

---

**THE NEW ENGLAND AVIATION CONFERENCE** held at the Bond Hotel, Hartford on Friday and Saturday, May 17 and 18 drew several hundred state aviation officials, college and school authorities, airport officials, manufacturers and aviation enthusiasts to hear a group of outstanding speakers at some eight sessions.

Included among the chief speakers at the various sessions were: Governors Raymond E. Baldwin and William H. Vanderbilt of Connecticut and Rhode Island, respectively; Gill Robb Wilson, president, National Aeronautic Association; Commander L. B. Richardson, Procurement Division, Bureau of Aeronautics, U. S. Navy; Raycroft Walsh, vice president, United Aircraft Corporation; C. W. Deeds, president, Chandler Evans Corporation; Colonel John H. Jouett, president, Aeronautical Chamber of Commerce; Brig. General George H. Brett, chief, Materiel Section, U. S. Army Air Corps; A. B. McMullen, chief, Airport Section, Civil Aeronautics Authority; Captain E. V. Rickenbacker, president, Eastern Air Lines; Leslie Neville, editor, "Aviation" Magazine; Victor Vernon, director of personnel, American Airlines, Inc.; Martin F. Burke, director of personnel, United Aircraft Corporation; Carl Norcross, assistant editor, "Aviation" Magazine; Brig. General J. E. Chaney, U. S. Army Air Corps; Captain Kenneth Whiting, general inspector of Naval Aircraft, Eastern District; Colonel R. M. Jones, chief of the Eastern Procurement Division of the Army Air Corps; and Thomas H. Beck, president, Crowell-Collier Publishing Company and Chairman, National Aviation Forum.

Coming as it did on the heels of the President's defense message asking for 50,000 airplanes, the emphasis at the New England Conference was switched from commercial to military aviation. Summing up the situation at the Materiel session, Friday afternoon, May 17, Colonel John H. Jouett asserted, "We believe that the aircraft industry can carry out all present programs by tripling the floor space of all airplane factories, doubling the floor space of the engine plants and increasing the present number of employes threefold. The American rearmament program which started last year and quantity orders from the Allies during the last several months have enabled us to develop production capacity so that

we know how to do it. We have had experience in expansion. We have been able to change our manufacturing technique by an approach to straight-line production. We know that we can expand rapidly . . . Development of straight-line production methods has brought a proportionate decrease in the need for skilled craftsmen, due to an increase in the number of repetitive jobs."

Thomas H. Beck, president of the Crowell-Collier, threw a bomb-shell into the closing sessions of the conference by predicting that the Nazis would bring the Allies to their knees, that they needed anti-aircraft guns, trained pilots and airplanes superior to those of the Nazis, and that we had none to send them. He advocated that America should arm to the teeth so she "won't have to talk as Caspar Milquetoast at a trade table". He stated further "whether you know it or not there is a move on foot in Canada for annexation to the United States because they don't want to fight a European war."

The Conference was divided into sessions as follows: On Friday, the Governor's luncheon; Materiel Session; Airport Session; The Conference Committees' Reception; Aviation and Air Transport Banquet. Saturday's session started with a Manufacturers' Breakfast for production, engineering and purchasing executives of aviation companies as well as for manufacturers interested in the production of aviation materiel. Other features included: Inspection of Aircraft at Brainard Field; Employment and Personnel session; State Aviation Officials Meeting; and Air Services Luncheon.

Harvey L. Williams, Executive Director of the Aeronautical Development Commission was chairman and organizer of the Conference. Vice Chairmen included Crocker Snow, East Boston Airport, Boston, Mass.; Raymond C. Thompson, Montpelier, Vermont; William S. Allen, Industrial Trust Bldg., Providence, R. I.; Herbert D. Folsom, Augusta, Maine, and James F. O'Neil, Manchester, New Hampshire.

---

## Died

---

**CHARLES D. MORRIS**, 70 years old, president of the R. Wallace and Sons Manufacturing Company, Wallingford, grandson of the founder of the concern, died April 29th in the New Haven Hospital where he was

recuperating from surgical treatment performed a few days previous. He is survived by one brother, Frank W. Morris of 144 South Main Street, Wallingford.

Born in Wallingford, the son of the late Mr. and Mrs. Dennis E. Morris, he was educated in the local public schools and graduated from the local high school, and later from Yale University.

Immediately after graduating from Yale in 1892, he entered the employ of the R. Wallace and Sons Manufacturing Company in Wallingford, where he has been continuously employed during his entire lifetime. Elected a director of the company in 1904, and at various times holding the offices of secretary and treasurer, Mr. Morris then became vice president. After the death of Frank A. Wallace in 1933 he was elected president.

Mr. Morris was president of the Dime Savings Bank and a director of the First National Bank of Wallingford, and a former director of the Manufacturers Association of Connecticut. He was a member of the First Baptist Church, a member of the Board of Trustees of the Wallingford Historical Society, a former member of the National Guards, a member of the Wallingford Country Club, a former state central committeeman from the 12th senatorial district for the Republican party.

While his duties at the factory took the major portion of his time, he was never too busy to extend his interest in local civic welfare projects. His favorite diversion was travel both in the United States and abroad. Those who knew him intimately speak of Mr. Morris as a kindly man who spread much happiness along the pathway of life.

Services were held at his home with the Rev. Edward M. Conway, pastor of the First Baptist Church, Wallingford, officiating. Burial was made in the family lot at In Memoriam Cemetery.

---

## Education

---

**STAMFORD TRADE SCHOOL** graduated on May 2, eighty-five young men and women all of whom had positions secured for them by the school's placement service, according to Frank R. Laney, director of the school.

★ ★ ★  
**UNITED AIRCRAFT CORPORATION** has just opened a new

school for the instruction of customers' personnel at its East Hartford plant, said to be one of the few of its kind in the country.

Designed to handle 15 students at present, the school is under the supervision of Major Walter E. Richards and occupies an area of approximately 1,800 square feet adjoining the Pratt and Whitney aircraft factory, where is located an inclusive and costly array of equipment for advanced study of engines, propellers and standard accessories by men having a background of extensive experience with these three elements of aircraft operation.

Customers' personnel, including service and maintenance mechanics from the airlines and the military services, may receive instruction on at least five types of Pratt and Whitney engines, and in addition, instruction is available on standard engine and propeller accessories.

The new school began on a small experimental basis back in 1935 at the company's airport hangar, and in the ensuing years rolled up a list of 83 students from 17 foreign countries, as well as many representatives of domestic users of United Aircraft products. At present the school has four Venezuelans, two Colombians, two Iranians, two Siamese, and a student from the Philippine Islands scheduled for enrollment.

## Exhibition

**THE METROPOLITAN MUSEUM OF ART** has extended to CONNECTICUT INDUSTRY through Richard F. Bach, Director of its Department of Industrial Relations, an invitation to attend its 15th comprehensive exhibition of Contemporary American Industrial Art, which opened April 29 to continue through September 15, 1940.

Like others in the series which began in 1917, the exhibition will consist of house furnishings, all pieces being designed and made in the United States by permanent residents of the country. With the exception of structural materials and plain goods, none has been publicly shown before. The complete display is made up of thirteen room schemes and six groups arranged by material.

All the exhibitions in the Museum's industrial art series, according to Mr. Bach, have served as a ready means of documentation for current trends in design. Each has shown clearly the

mood of its day in design. Each has strongly emphasized the value of art in industry.

To manufacturers and designers interested in home furnishings and decorative arts field, the Contemporary American Industrial Art exhibit affords an outstanding opportunity to view the present definite trend in modern design which has been in the making for the past 20 years.

## Expansion

**GENERAL SHAVER DIVISION** of the Remington-Rand Inc., has recently increased its production facilities 100 percent, according to a recent announcement made by Harry Landsiedel, vice president and general manager of Bridgeport operations. About 300 persons are now said to be employed by the company doing the largest business in its history.

★ ★ ★

**AMERICAN FELT COMPANY** is starting operations on a new \$50,000 combination factory and office building on its property in Glenville. The structure will be 140 feet long and 70 feet wide, and when complete will house the office force of the company now working in New York City, according to its president, John T. Lawless of Greenwich.

## Honored

**EARL R. COTTON**, Treasurer and Director of the Fuller Brush Company, Hartford, received in honor of his twenty-fifth anniversary of service with the company, a handsome diamond studded service pin from President Alfred C. Fuller. Mr. Cotton's first connection with the company was as a dealer at Middletown, Ohio, in 1915. Later he was transferred to Toledo where he had charge of the distribution headquarters until he was called to the home office to take charge of national distribution in 1919.

★ ★ ★

**JOHN SONSTROEM**, a foreman at the Bristol plant of Veeder-Root Inc., and the first employee with a record of 50 years continuous service, was the guest of honor at a reception and dinner held early in May at the company's cafeteria. The affair was attended by 67 persons, including seven employees with 40 or more years service and em-

ployes of 25 or more years and officials of the company.

Graham H. Anthony, President of the company, presented an engraved watch to Mr. Sonstroem and roses to Mrs. Sonstroem.

The 40-year veterans, who also received watches were: Frank E. Northrup, 49 years; E. Barrie Smith, 44; Edwin E. Saum, 44; Frederick Sonstroem, 43; Frank S. Ogden, 42; Arthur J. Beauchemin, 41, and Gustave A. Sonstroem, 41.

Mr. Anthony said that a similar dinner will be given from time to time as employees of the company reach the 40-year service mark. John T. Chidsey, chairman of the board, who came from Florida especially for the affair, was high in his praise for Mr. Sonstroem's record.

★ ★ ★

**4 EMPLOYEES** of the Colt's Patent Fire Arms Manufacturing Company, Hartford received 50 years service pins and 12 others received 25 years service pins from the hands of Governor Baldwin acting in behalf of the company at the annual banquet of the Colt's 25-year Club held at Colt Memorial Hall early last month.

## MOTORS CONTROLS



Whether you need motors... switches... breakers... panel boards... wire... tape... or any of numerous other power supply items... don't waste time on piecemeal buying. GRAYBAR gives you dependable, "one-call" supply service on all electrical needs. Your GRAYBAR representative has more than 60,000 electrical items to offer, all backed by the satisfaction-insurance of the GRAYBAR tag. Why not make it a point to call GRAYBAR for "everything electrical"?

25 Union Street New Haven, Conn. New Haven 8-4163  
344 Capitol Avenue Hartford, Conn. Hartford 2-8266





The awarding of half century service tokens to Michael P. Mahoney, William B. Keith, James P. Kinnarney and George W. Taylor, brought to 17 the number of members in the 50-year club ranks. Those who received 25 years service pins and brought the number of the 25-year club members up to 168 included: Carl H. Carlson, Ernest F. Bernard, Herman J. Samanns, Arthur R. Koffinke, Charles M. Barton, Percy A. Pickman, Edson P. Herrick, Charles G. Zwanziger, Harry W. Arnold, Howard A. Baldwin, Walter Burdett and Burdette M. Fox.

Samuel M. Stone, president of the company, acting as toastmaster introduced Governor Baldwin as a former employe of the factory, and during the course of the program, presented the Chief Executive with his old employment card, dated 1914 and 1916. Added to this card dug from the archives of the company and framed for the occasion, was the quotation, "There is no substitute for a good job in private industry"—a statement oft repeated by the Governor. The honored guest at the head table was John H. Thuer, who first began work at Colt's in October, 1879, or 61 years ago.

---

### Miscellaneous

**FREDERICK U. CONARD**, Vice President of the Underwood-Elliott-Fisher Company, Hartford told Hartford County teachers recently that "school people should know more about the industries of their communities. I urge that you give careful thought to the question of what the opportunities are in this community and study periodically and thoroughly how your neighbors earn their living so that with your unprejudiced and analytical approach you may advise and guide the younger generation for their greatest benefit.

"With respect to the general average factory worker of whom there are more in Hartford County than any other group of gainfully employed, the problem has only just been touched . . . This is a burden that has always been carried by industry and must continue to be, but the school system can help immeasurably, if you are acquainted in some degree with what goes on inside the four walls of the factory, and can undertake to study the aptitudes of your pupils and sift them as it were.

"Using as much knowledge as you can acquire with respect to the variety

of talents required in industry, thereby rendering, through a well-planned vocational guidance program, a great service to the neophyte, if you can more effectively steer him or her away from some employment to which they are not adapted into one in which there is reasonable likelihood of a happy and successful experience, you will be making a good start along the right road. . . I would emphasize that definite knowledge of the requirements of a job is much more valuable than any theoretical tests."

---

### Moved

**THE MANUFACTURERS ASSOCIATION OF CONNECTICUT, INC.** will move its headquarters from the Conning Building, 50 Lewis Street, Hartford to the third floor of the building formerly used as the main office for the Pratt and Whitney Division of Niles-Bement-Pond at 436 Capitol Avenue after alterations are complete, or shortly after June 15 and before July 1. The move, decided upon after 16 years in its present location, was made necessary because of the need for larger space brought about by the increase in the Association's services requiring additional facilities for all departments.

The new quarters will virtually double the floor space now occupied on Lewis Street, and in addition will afford large storage and vault facilities in the basement. Besides providing an adequate meeting room and a much needed increase in space for all departments, the new location provides parking accommodations where members and visitors to the office may park their cars while conducting their business with staff members.

Members will be notified by bulletin of the exact day when business of the Association will be transferred to the new address.

---

### Organization

**MORE THAN** 10,000 years of service in the P. & F. Corbin Division of the American Hardware Corporation was represented in the 275 men and women who became charter members of the P. & F. Corbin Twenty-Five Year Club, formed during the last week in April at a business meeting following a banquet at the Indian Hill Country Club, New Britain. The club

is believed to be one of the largest of its kind in the state.

Each member was presented with a service emblem by C. B. Parsons, general manager of the division and first vice president of the corporation, and similar emblems will be awarded annually as employes become eligible. August Klamby of the lock department is the oldest member of the club in point of service, having been with the organization 57 years.

★ ★ ★

**EMPLOYEES OF THE** Gray Manufacturing Company, Hartford, recently formed the Gray Employees' Association. Practically all of the company's 200 workers are said to be included in the membership.

T. Frank Cassidy is president of the association and Miss Frances Teller is secretary, and Cleveland B. Bryam, treasurer. The purpose of the organization is to promote social and athletic activities for its members.

---

### Pay Check

**G. E. PRENTICE MANUFACTURING COMPANY**, Berlin, paid a bonus to its workers on May 10, amounting to one week's wages for each employe who was in the employ of the company on May 1, 1939. Those who came to the company later but before April 1 received one-half of a week's pay.

★ ★ ★

**A SCHEDULE** of vacation pay for the week of July 1 to 6 at the plant of Bigelow-Sanford Company was made in an agreement between the management and local No. 2188, Textile Workers Union of America during the early part of May. Under the agreement 2,082 production workers who have been employed 1250 hours or more in the year since June 1, 1939 will receive vacation pay for a full 40-hour week. Another 400 operators who have worked between 625 and 1250 hours will receive 20-hours vacation pay, while no vacation pay will be received by about 250 workers in the lower hour brackets.

---

### Personnel

**WILLIAM L. BARRETT**, 81 year old dean of Bristol manufacturers, is still young enough to walk to his factory every day and enjoy activity in



the business he established in 1893, but gave away to his sons in 1931.

Coming to Bristol as a young man with meager capital and with no technical experience, Mr. Barrett gathered his knowledge of manufacturing by actual work at the bench in other Bristol factories. Many times offered capital and backing to enlarge his enterprise, Mr. Barrett always turned a deaf ear, clinging to the old tradition of doing business with his own money and keeping the factory to a size he could personally manage and enjoy. Besides founding several other Bristol enterprises, Mr. Barrett was also one of the first investors in many other Connecticut businesses now grown to industrial prominence. His lifelong motto has always been "Never ask more of any man than you can do yourself".

★ ★ ★

**JOHN W. SCOVILLE** of Kaplan Brothers was elected president of the Torrington Foremen's Club at its meeting held April 19 at the Y. M. C. A. Other officers elected were: Vice President, Robert J. Roy of The Torrington Company; secretary, E. G. Lamphier of the Fitzgerald Manufacturing Company; and treasurer, Walter Bodley of the Torrington Coal and Oil Company. Mr. Scoville succeeds Otto A. Schroeder as president.

★ ★ ★

**RICHARD G. PLUMLEY**, General Manager of the Stamford Division of The Yale and Towne Manufacturing Company for nearly 20 years, resigned in mid-April to become general manager of the Crown Fastener Division

of the Cotton Spool Company, with offices in the Empire State Building, New York City and the factory at Warren, Rhode Island.

He was succeeded by William R. Hoyt, works manager of the Philadelphia Division, Yale and Towne Manufacturing Company.

Directors of the Stamford Chamber of Commerce and members of the Stamford Manufacturers' Council gave a farewell dinner to Mr. Plumley on April 23. Harold Camp, chairman of the Manufacturers' Council, who spoke in glowing terms of the benefits derived by the Chamber of Commerce through Mr. Plumley's service as a director for four years and of his leadership is chairman of the manufacturers' group, presented him with an overnight bag in behalf of the two groups for his notable service. Other speakers were Attorney Warren F. Cressy, R. H. Gillespie, Walter H. Wheeler, Jr., Northam Warren and A. H. Emery, Jr.

It is understood that Mr. Plumley plans to continue his residence in Glenbrook.

★ ★ ★

**CHARLES O. FROHNERT**, of the Farrel-Birmingham Company, Ansonia, was made president of the Lower Naugatuck Valley Foremen's Club at its annual banquet and meeting held in Shelton, April 17. He succeeded Harold W. Wardle, of the American Brass Company as president. Other officers elected besides President Frohnert were: Albert L. Springer, American Brass Co., and Ernest Meyer, Sidney Blumenthal and Company vice presidents; Gustave F. Fisher,

S. O. and C. Company, treasurer; and Victor Marchand, A O and C Company, executive secretary.

Those reelected were: Christian Anderson, O. K. Tool Company, and Charles H. Jenison, H. P. and E. Day Company, vice presidents; J. Russell Engle, Farrel-Birmingham Company, secretary, and Arthur B. Whittredge, Ansonia Y. M. C. A., executive secretary.

★ ★ ★

**GEORGE E. BERRY** of Meriden has just recently been made superintendent of the Wilcox Silver Plate Company, Factory N of the International Silver Company, Meriden, to replace Charles O. Arnold of 189 Camp Street, who retired a few days previous after 51 years of service with the silverware concern. Erving R. Bushnell of 81 Lincoln Street, Meriden was named assistant superintendent to succeed Mr. Berry.

The new superintendent entered the employ of the Wilcox Silver Plate Company some thirty years ago in the finishing department.

★ ★ ★

**O. GLENN SAXON**, state commissioner of finance and control since July 1, 1939, is expected to resign his state post in the near future, and in September to resume his duties as professor of business administration at Yale University. Commissioner Saxon's decision to give up his \$10,000 a year job, next to the Governor's the most important and powerful in the state administrative service, was necessitated by the refusal of the Yale Corporation to renew his one-year leave of absence.



Write for our booklet  
"What We Do  
and How We Work"

## MANAGEMENT • LABOR RELATIONS

The only consultants in New England having a completely staffed department specializing in all the phases of Labor Relations devoted exclusively to New England Industries.

### CONSULTATION IN

Labor Problems  
Conciliation  
Labor Board Cases  
Union Contracts  
Labor Laws

Personnel Dept. Development  
Wage and Salary Classification  
Job Analysis  
Employee Training  
Labor Policies

We invite inquiries

*The* **WORDEN COMPANY**

MANAGEMENT ENGINEERS

STATLER BUILDING

BOSTON, MASSACHUSETTS

However, it is understood, Mr. Saxon will act in an advisory capacity for a number of months after his active connection with the office in order to assist his successor, particularly in the preparation of the executive budget for submission to the next General Assembly.

★ ★ ★

**CAPTAIN NELSON W. PICKERING**, President of Farrel-Birmingham Company, Ansonia, who was recently promoted from the rank of Commander, was made Captain-Inspector of the Naval Militia in Connecticut, according to a recent announcement by the Adjutant General's office. The new post of captain-inspector was created in a special order of Governor Baldwin, under authority given him in Section 763 of the 1939 Supplement to the General Statutes. The adjutant-general to whom the captain-inspector will be responsible, is authorized in the order to name aides to the captain-inspector, who will have charge of Naval Militia activities.

★ ★ ★

**PRESIDENT E. KENT HUBBARD** of the Association has just resigned his post as Chairman of the National Industrial Conference Board after two years' service. Said Raoul E. Desvernine, President of the Crucible Steel Company of America, and Chairman of the Conference Board's Nominating Committee, "Your Committee desires, first, to express on behalf of the Board and its Associates, the deep sense of gratitude they feel for the self-sacrificing and effective work of Mr. E. Kent Hubbard, who has served as Chairman of the Board for the past two years. His untiring efforts to promote the Board's welfare have commanded the admiration of all his fellow Officers, Board Members and Councillors. We are grateful, too, that, in accordance with the provisions of the By-laws, the Executive Committee will continue to have the benefit of Mr. Hubbard's broad and practical experience as a leader, as he will continue to serve as an Executive Committee member for the next two years by virtue of past Chairmanship."

★ ★ ★

**E. V. CREAGH**, Sales Promotion Manager, American Chain and Cable Company, Bridgeport, was re-elected President of the Industrial Advertising and Marketing Council, a chapter of the National Industrial Advertisers Association, at the last regular meeting before the fall sessions held in New

Haven, May 9th. Other officers elected were: A. W. Tucker, The Henry G. Thompson & Sons Company, New Haven, re-elected 1st vice president; and Galen Snow, Snow, Bates & Orme, Inc., Springfield, Mass., re-elected Secretary-Treasurer. Alexis Doster, The Torrington Mfg. Company, Torrington, Conn. and E. N. Bidwell, Whitney Chain Company, Hartford, were elected directors of the Council for a term of two years.

The meeting was devoted almost entirely to an informal interchange of personal experiences in connection with advertising industrial products. Mr. Creagh revealed that the organization had grown from a small beginning last September to a membership of fifty-five Connecticut and Western Massachusetts industrial advertising and marketing men.

★ ★ ★

**EUGENE E. WILSON** was named President and Raycroft Walsh, Vice President of the United Aircraft Corporation at the May meeting of the Board of Directors, according to an announcement made immediately following the meeting by Frederick B. Rentschler, Chairman of the Board. Commander Wilson who has been Senior Vice President of the company since 1937 succeeds the late Donald L. Brown, and Raycroft Walsh, former General Manager of the Hamilton Standard Propellers division, in his new post of Vice President, will serve in the capacity of executive assistant to Mr. Wilson. Other officers elected included Mr. Rentschler, as Chairman; Joseph F. McCarthy, Controller and Secretary; Carroll L. Gault, Treasurer, and Frederick E. Burnham, General Accountant.

Graduating from the Naval Academy in 1908, Mr. Wilson played an important part in the development of air-cooled radial engines while serving as chief of the Engine Section of the Bureau of Aeronautics from 1924 to 1926 and as Chief of the Design Section from 1926 to 1927. A qualified Naval Aviator, he also served with the Aircraft Squadrons Scouting Fleet and as Chief of Staff of the Aircraft Squadrons Battle Fleet. Resigning from the Navy in 1930 with the rank of Commander he was made President of the Hamilton Standard Propeller Corporation, and in succeeding years became President of the Sikorsky Aircraft Corporation and Chance-Vought Corporation, all three being subsidiaries of the United Aircraft at the time. Since 1937 he has devoted his entire

time to the office of Senior Vice-President of the United Aircraft Corporation.

Mr. Walsh studied engineering at the Massachusetts Institute of Technology and Columbia University. While a student at Columbia in 1910, following a competitive examination, he was commissioned a 2nd Lieutenant in the Coast Artillery Corps of the regular army, and later in 1917 received the rating of Airplane Pilot and was transferred to the Air Corps. He was Commander of the Air Corps troops in the Canal Zone from 1921 to 1924, during which time he was commanding officer and pilot of the Army's Good Will Flight which surveyed air routes through Central American countries.

After resigning his post as Chief Fiscal Officer for the Air Corps in 1926, Major Walsh was associated with the McGraw-Hill Publishing Company of New York for two years and with Cheney Brothers in Manchester for two years prior to joining the Hamilton Standard Propellers in 1930 as Vice President and Director.

★ ★ ★

**CHARLES B. COOK**, Vice President of the Royal Typewriter Company, Hartford was recently made President of the Hartford Park Board to succeed Charles J. Bennett.

★ ★ ★

**WILLIAM H. DONNING**, employment and personnel officer of the General Electric Company, Bridgeport, has just recently been appointed by Governor Baldwin to the \$7,500 post of state personnel director as successor to Harry W. Marsh, resigned. At the same time the Governor announced creation of a new position, that of executive assistant, with the title of assistant director, and named to this new post as a provisional employe Laurence C. Smith, executive secretary of the Connecticut Merit System Association.

Commenting on his appointment, the Governor said, "Mr. Donning brings to the office of director, 30 years of practical experience in dealing successfully with personnel and employment. Mr. Smith brings to the office of assistant director a profound technical knowledge of the Merit System and Merit System principles and a sincerity of purpose well known to all who are acquainted with his work as executive secretary of the Merit System Association."

**J. CARLETON WARD, JR.**, formerly Vice President and General Manager of Pratt & Whitney engine division of United Aircraft Corporation is understood to have accepted a position as head of aircraft procurement and production for the Allied governments. Mr. Ward sailed for England early in May, it was reported.

---

### Promotion

---

**THE BELL SYSTEM**, of which the Southern New England Telephone Company is a part, went on the air April 29th with the first of "The Telephone Hour" programs to be broadcast every Monday evening from 8 to 8:30 over the coast-to-coast Red network of the National Broadcasting Company.

"The Telephone Hour" consists of familiar melodies from the classics, light opera and musical comedies played and sung by a 57-piece symphony orchestra and a chorus of 14 voices with two soloists—James Melton, tenor and Francia White, soprano. The music is expected to create a friendly mood in which to present messages concerning the ideals and aims of the Bell System, the services it offers and how those services can be used to greater benefit and advantage of telephone patrons. The musicians who form the 57-piece orchestra have been selected from New York's leading concert groups, many of them playing with the New York Philharmonic, the NBC orchestra under Toscanini, or with the orchestra with the Metropolitan opera. The leader is Donald Voorhees, well known to radio listeners in the concert field.

Miss Francia White, soprano concert soloist, has sung in grand opera for several seasons has been prima donna of the Los Angeles and San Francisco light opera company. James Melton is a versatile tenor with a long history in grand opera, concert and radio. Floyd Mack, well known radio announcer, will introduce each musical number on all programs. B. W. Anderson will act as the voice of the Bell Systems.

---

### Pulse

---

**EARNINGS OF THE BRIDGEPORT BRASS COMPANY** at the end of the first quarter indicated a substantial gain over a comparable quarter last year. Net earnings totaled \$361,373.99, equal to approximately

38 cents per share, compared with \$7,159.52 for the first quarter of last year, and \$304,150.04 in the last quarter of 1939.

\*\*\*

**INTERNATIONAL SILVER COMPANY** and its wholly-owned Canadian subsidiary reported on April 23 estimated earnings of \$92,974.70, after depreciation and provision for Federal income taxes, for the first quarter of 1940. This compares with a net income of \$117,439.93 for the same period last year, and a net loss of \$121,866.21 for the similar period ending March 31, 1938.

International reported a net profit of \$837,691.53 for the year ending December 31, 1939, and in addition a net profit of \$43,687.28 for its Canadian subsidiary.

In a letter to stockholders, President Evarts C. Stevens stated, "Because it is so substantial, we feel impelled to again call to your attention the amount assessed against payrolls for Social Security. This is a direct tax against operation which did not exist in 1935. It has grown from \$55,000 in 1936 to the present figure of \$319,444.02, which total is not far below the amount required annually to cover current dividends on the preferred stock of the company."

\*\*\*

**DECCA MANUFACTURING CORPORATION**, manufacturers of Decca Records, of Bridgeport reports profits for the first quarter ended March 31 after estimated taxes, of \$113,461, or equivalent to 30 cents a share. Sales for the quarter totaled \$1,258,922, an increase of 35 percent over sales for the corresponding period of 1939.

\*\*\*

**DIRECTORS** of The Electric Boat Company, declared a dividend of 40 cents a share payable June 12 to holders of record May 28. This dividend compares with 30 cents a share paid last December. The company produces submarines, small electric craft and other marine equipment at its plants in Groton, Connecticut and Bayonne, New Jersey.

\*\*\*

**CURRENT BUSINESS VOLUME** of the Russell Manufacturing Company, Middletown, is running substantially ahead of a year ago despite curtailment following the fire February 27, according to President G. M. Williams. Sales for the first five months of the fiscal year have amounted to \$1,671,240, compared with \$243,463

for the corresponding period a year ago, or an increase of 34.4 percent. During April sales volume exceeded that of the corresponding month of last year by 45.1 percent.

---

### Regulations

---

**A MINIMUM WAGE ORDER** for the Hat Industry was approved May 14 by Wage-Hour Administrator Philip B. Fleming to become effective July 1. The schedule calls for the payment of 40 cents an hour, the highest possible under the Wage-Hour Act, to employes engaged in the manufacture of all types, except straw and harvest hats. The latter category will be paid 35 cents an hour in the United States, and 30 cents an hour in Puerto Rico. The new order will increase the hourly pay rates of an estimated 5500 hat workers, located chiefly in Danbury, Connecticut, Philadelphia, Pennsylvania, New York and in northern New Jersey.

---

### Reorganization

---

**A REORGANIZATION PLAN** of the Armstrong Manufacturing Company of Bridgeport, makers of pipe threading tools and vises, was recently approved by Judge Carroll C. Hincks of the U. S. District Court. The firm, one of the oldest of its kind in the country, went into bankruptcy April 15, 1938, when its liabilities totaled about \$500,000, largest share of which was a \$350,000 first mortgage and interest of \$133,000.

It was revealed that mortgage holders agreed to take a new mortgage in the amount of \$125,000, subject to a first mortgage which will be held by the First National Bank and Trust Company of Bridgeport. It is understood that the bank will loan the company \$20,000.

Under the reorganization plan, the corporation's liabilities will amount to only \$150,000.

---

### Safety

---

**SEEKING SAFETY** for the pocket-books of the New Haven business men, the New Haven Chamber of Commerce sounded the warning, "Before You Invest, Investigate" and at the same time distributed to its members pads of solicitation blanks to be used in obtaining written information about projects from each solicitor appearing



at a member's office. The questions asked on the blank cover the purpose of the project; the total amount being raised; if advertising, the publication date, circulation, etc.; the proposed use of the proceeds; personal compensation for solicitor; and other facts to help the person being solicited to judge the value of the project.

The solicitor also was requested to state whether his project has been submitted to the Solicitation and Donation Committee of the Chamber and if this committee has seen fit to issue permission cards for use by solicitors for the project.

Sent with the application blanks were booklets entitled "Facts You Should Know About Schemes"—schemes that are reputed to victimize American business men out of a sum of approximately \$5,000,000 annually.

### Stork

**FARREL - BIRMINGHAM COMPANY, INC.**, of Ansonia, are furnishing five two-pinion reduction units for the five Maritime Commission C-1 ships, now building at the Western Pipe and Steel Company, San Francisco. The castings for the housings, covers and bearings caps of these reduction units are made of Farrel Meehanite castings, according to Farrel Birmingham Company, Inc., for reasons as follows: (1) Meehanite, according to tests, is said to have superior sound and vibration dampening effect which contributes to the smooth, quiet operation of the propulsion units.

(2) Farrel Meehanite housings because of the engineering design and the quality of the metal give maximum stiffness and rigidity—a factor of great importance in keeping the pinions and gears in a two-pinion unit in strict alignment, thus giving longer life to the revolving elements and less trouble with bearings and accessories.

Farrel Meehanite is a process-inoculated iron containing a high percentage of heavy-melting steel scrap which is made in various processes to meet specific requirements. The housings of the propulsion gears for the five ships have a minimum tensile strength of 40,000 lbs. per square inch in the ladle test bars taken at the time of casting. Some of the smaller castings are made of the same type of Meehanite known as 35M Meehanite and the bearing caps of 50M Meehanite and have 50,000 lbs. or more tensile strength.

**ROYAL TYPEWRITER OFFICIALS**, after many months of consideration, have decided to manufacture their own typewriter ribbons and carbon paper instead of purchasing them from other manufacturers. These products will be made at the Royal plant on New Park Avenue, Hartford, and will give additional employment to from 150 to 200 people. The product will be retailed under the "Roytype" trade mark and will be placed on the market during June. Commenting on this new branch of the company's business, Charles B. Cook, Vice President, said, "... with the new type of improved machinery—some specially built for the Royal—it is expected that a grade of typewriter ribbons and carbon paper will be manufactured which will be an improvement over any previously made. These products will be manufactured under experienced ribbon and carbon experts of many years standing. . ."

The Royal will manufacture both a cotton and a silk ribbon, besides making its own ink under a special formula. James F. Vreeland, was made sales manager of the Roytype Division of the company which has 73 branch offices throughout the country and some 400 dealers.

### PIONEERING . . .

(Continued from page 10)

illustrations of the issue before the country today.

Moreover, how practical are these government regulators? Have they ever met a payroll? Have they ever produced an airplane? Why, I suspect they couldn't even run one if you gave it to them!

I want to keep men free, under the institutions of Constitutional Democracy and the Free Enterprise System, as I believe that it is in that freedom alone that America has grown great and can alone become greater. Adaptation to new conditions, modernization and streamlining are necessary, but none of these require scrapping our present institutions and collapsing backward into that form of tyranny from which man up until recently had escaped in his historical struggle for freedom. . . .

Just pause and consider the tremendous number of men who are directly and indirectly employed by the air-

craft, radio, and automobile industries alone—all new industries within our lifetime—all industries which are the direct results of scientific discovery prompted and promoted by patent protection. One-quarter of all persons employed in America today hold jobs depending upon industries unknown in 1870. New products developed within the last decade account for about 40% of total sales of one of the country's largest and oldest chemical manufacturers. More than 1500 patented inventions are incorporated in the modern automobile. In the face of such facts can we afford to discourage and curb the inventive spirit? Technological progress always means economic and social progress. And, do you realize that American industry is estimated to spend around two hundred million dollars a year in research alone? Have you ever considered the tremendous amount of money invested in practical development and commercial exploitation of patents? And how few of such gambles ever repay themselves? The possibility of great profit must exist to justify such a gamble.

I strongly endorse the work of the N.A.M. in publicly scrutinizing all proposals to change our patent system. Let us at least be sure that the present attack on our patent laws is not just another attempt to ensnare another field of industrial activity in the net of government control! I don't say that it is; I simply ask you to "Stop, Look and Listen!"

As I said at the outset, I believe it is our duty to take up the challenge whenever and however it is presented.

There are new frontiers in America which hold the promise of greater wealth, more goods, more jobs and a higher standard of living than ever produced by territorial conquests and trade domination. These peace time frontiers stem out of the shops and research laboratories of industry. Keep industry—and every individual comprising industry—ambitious and free to continue the discovery of these frontiers and our future will be most promising. Let us at least make certain that the alternative which is being offered us for Constitutional Democracy and the Free Enterprise System is all that it is "cracked up" to be. The record of the last seven years does not give me much confidence in the "New Era" and the "New Philosophy". I still choose—on the record—to be a Reactionary Democrat and an Economic Royalist—purged and beheaded as I may presently be.



## LEGISCOPE

(Continued from page 2)

experience provisions, on the other hand, penalizes the employer up to a maximum of 25%, and in some cases 50% of the employee's full annual wage if the employee is permitted to become either partially or totally unemployed.

The Unemployment Compensation Act begins to penalize the employer if he works his employees less than 70% full time, and the Wage and Hour Act begins to assess penalties on the employer if his employees are granted work in excess of 100% full time. For the employer who plans to give employees an average of 40 hours a week, there is a downward margin of 30% and an upward margin of 0%. What price increase in production!

**PERMISSIBLE ACTIVITIES OF TRADE ASSOCIATIONS.** The recent anti-trust consent decree in the *National Container Association* case names the following among the activities legally open to trade associations: (1) gathering and disseminating manufacturing cost data; (2) promoting uniform cost accounting to manufacturing, estimating, and sales policies; (3) compiling and circulating recommended formulas, etc. for the computation of selling prices (without specifying or recommending prices or charges); (4) exchanging credit information; and (5) issuing and circulating lists of current prices, provided they are made available to the trade and competitors.

**AGAIN, WE SAY, WHAT IS INTERSTATE COMMERCE?** In a criminal action under the Wage and Hour Act, the Federal District Court at Savannah quashed an indictment against a lumber company which produced goods with the intent that after production they might be moved in interstate commerce. The court said:

"There is no charge as to when the intent to ship was formed or abandoned; there is no charge that at the time of the production there was in existence any contract making the shipment a part of interstate commerce.

"Under the interpretation of the indictment before us, and of the Fair Labor Standards Act as

urged by the Government, the regulation of labor would embrace not only (by illustration in the present case) the man who cut the timber or hauled it to the mill, but also the man who planted the seed and cultivated the trees. \* \* \* It is my opinion that Congress has not yet gone to that extent and that if it has the Act is unconstitutional."

The Wage and Hour Division has appealed this decision to the Supreme Court.

### Action

**ADMINISTRATIVE PROCEDURE—Walter-Logan Bills.** Passed the House and if it can be brought to a vote in the Senate, the prediction now is that it will pass the Senate also. There is some talk of recommitment to the committee and if administration pressure is sufficient, that may be the outcome.

**GOVERNMENT REORGANIZATION—**The House has passed a resolution rejecting the President's Reorganization Plan IV. The Senate failed to do likewise and the plan is automatically approved, even with the much opposed proposal to throw the Civil Aeronautics Authority back into the Commerce Department.

**SENATE SOCIAL SECURITY STUDY—**The Senate Finance Committee has appointed a sub-committee to study old-age assistance and Federal old age and survivors' insurance benefits and related matters under the Federal Insurance Contributions Act.

**WAGE AND HOUR ACT AMENDMENTS** — Congressional furor raged in the House while desultory amendments were proposed and approved and rejected until finally, whether from disdain or despair it is not known, the House voted to recommit the matter to the House Labor Committee, thus singing the finale for Wage and Hour Act amendments this session.

### On the Fire

**STREAM POLLUTION—S. 685.** Still scheduled for conference for adjustment of Senate and House differ-

ences. If the Mundt amendment forbidding new sources of pollution without approval of Public Health Service is deleted, passage is predicted.

**WALSH-HEALEY ACT AMENDMENTS—S. 1032.** Passed by the Senate, hearings held by House Judiciary Committee, and ready for action by sub-committee. Increasing pressure is being applied by both A.F.ofL. and C.I.O. to get this bill passed which would include contracts of \$4,000 or more with the Government within the coverage of the Walsh-Healey Act.

**OPPRESSIVE LABOR PRACTICES—S. 1970.** This violent legislation is apparently no idle threat. It contains industry "blacklisting" for those guilty of "oppressive labor practices," together with heavy penalties and extensive prohibitions. The bill has passed the Senate with a "rider" barring reds and Nazis from jobs in interstate commerce. House action is scheduled.

### TUNING IN FOR DEFENSE

(Continued from page 8)

While the nation is well organized on paper and in the first steps necessary to transform paper plans and public money into war materials, industry is in no sense on a mass-production basis as far as war items are concerned. For instance, there are many bottlenecks. Despite the fact that our armor-making capacity is said to have been doubled in recent years, it is still far inadequate. Other bottlenecks include: fire-control and optical instruments; fuses and powder; aircraft engines and instruments; machine tools.

The requirements of skilled labor present one of the most perplexing problems of all to the war planners. The problem is to train a sufficient reserve of skilled and semi-skilled workers to man the war industries working 24 hours a day, which literally means tripling the present labor supply for these particular industries.

### Our Army Purchases

Practically all peacetime Army purchases are made by the Army Department as follows: (1) Corps of Engineers; (2) Air Corps; (3) Quartermaster Corps; (4) Ordnance Department; (5) Signal Corps; (6) Medical Department; (7) Chemical Warfare

Service. The Corps of Engineers, Military Branch, buys the materials and equipment used for field work in connection with a mobilized Army, while the Non-Military Branch is in charge of the maintenance of the rivers and harbors throughout the country. The Air Corps purchases all flying equipment and the necessary facilities for operating the air bases. The Quartermaster Corps buys a large variety of items required by the personnel of the Army, classed as subsistence, clothing, motor vehicles, machinery and supplies. The Ordnance Department purchases all ammunitions, weapons, fire control instruments, tools, machinery and supplies used in the arsenals and necessary for the repair and maintenance of ordnance equipment. The Signal Corps buys the general equipment for communications, photographic purposes, meteorological studies, etc. The Medical Department buys all articles required for the treatment of patients and for general hospital use, for the Veterinary Service and the inspection of perishable food-stuffs. Chemical Warfare Service purchases all items having to do with toxic gases, gas defense appliances, incendiary war materials and the development of equipment for use in that type of service.

All of these services maintain a list of items falling under their jurisdiction and the origin of purchases may be centralized at one point or decentralized to numerous purchasing locations throughout the country.

While it is too early to predict what changes may be made in the mechanics of purchasing by the President's recently appointed National Defense Commission, it is to be presumed that every possible short-cut will be made to speed up the slower-moving peacetime arrangements. Until such plans are made known the current peacetime procurement policy will be continued.

Further details regarding the general policy of purchasing, addresses of Procurement Agencies, etc. will be furnished to Association members on request.

## OPEN HOUSE WEEK-END

(Continued from page 4)

lowed Dr. Hull's talk with the declaration that "There are more jobs open in research fields today than there are men and women specially trained to

fill them." Mr. Waters who talked on "Ideas Into Dollars" said, "While there are more than 40,000 scientific workers in American industrial research, an all time peak record, the need for more such workers, with a high degree of special training, is growing. Today, industrial research is confined chiefly to large companies." He predicted, however, that the field will grow, covering smaller businesses, furnishing the public with new and better products at lower prices.

After a question and answer period, acknowledgment was made of Connecticut's "Modern Pioneers," inventors and discoverers who have made important contributions to industry.

Final speaker on the forum was Prof. Harold E. Edgerton of the electrical engineering department of MIT who gave a fascinating discussion and demonstration of the results of high-speed photography. He described his recent experience in photographing a hummingbird in flight. The colors in the bird's throat and wings were recorded with a few Kodachrome single-flash photographs.

New techniques in photography, including color photography in action and stroboscopic photography which "stops" an object in motion for the camera, were described and further advances which would make possible such difficult feats as good portraits of children were forecast by Prof. Edgerton.

"High-speed motion picture cameras which have an exposure period of only one-millionth of a second are proving very useful for many kinds of industrial and scientific research," Dr. Edgerton pointed out, applying the science of photography to industry. "They give a record of the position, velocity and distortion of objects in relation to time." He showed pictures of a golf ball flattening against the club at the moment of contact, or a bullet as it zooms from a shotgun. Another question period followed Dr. Edgerton's talk. Pictures which he made with his high-speed camera, showing "frozen" motion, were reproduced in the rotogravure section of the New York Times on May 20, two days after the forum.

Saturday, in Middlefield, several thousand people perched on the blossoming hills of Lyman's orchard to watch blond, dimpled Delia Traskos crowned by Governor Raymond E. Baldwin who had spent his boyhood not far from the coronation spot.

School children in a variety of costumes danced and tumbled before the queen's throne while mothers, teachers and friends applauded, and the LIFE photographer, with Richard B. Walsh of the Development Commission, circled overhead in the Hartford Times' plane.

Sunday afternoon Governor Baldwin was the center of interest while he received more than 4,000 citizens of the state to which he had pledged a "friendly government." With Mrs. Baldwin, graciously greeting men, women and children, the Governor took his place at the head of the receiving line in the large room, from which the portraits of Connecticut's governors look down, and shook hands with the citizens of the state.

Although he was surrounded by the formalities of office, the Governor was so unaffected in his greetings that several persons who had stood indecisively in the sheltered corners of the room summoned up courage to walk down the line and left the library beaming. Two former governors, Everett J. Lake and Charles A. Templeton, state officials and leading manufacturers, and hundreds of citizens shook the gubernatorial hand.

After the reception the Governor and his party marched down the library steps between an honor guard of the Governor's First Company Foot Guard in full uniform and they were conducted to the Music Shell in Bushnell Park where Governor Baldwin took his place on the stage with Anna Kaskas, Metropolitan Opera star, and native of Bridgeport, James Melton, operatic and radio tenor and resident of Westport and Master of ceremonies Walter O'Keefe, radio comedian who was born in Hartford. The Hartford Symphony Orchestra under the direction of Leon Barzin accompanied the singers. The program was broadcast over a national hook-up which took in over 150 stations and made the program available to 8 million listeners. Several thousands sat, stood and sprawled on the grass in the park to see and hear the program which climaxed the four-day week-end. An informal supper was held afterwards in the Hotel Bond by Governor and Mrs. Baldwin for the guest artist, members of the Development Commission, elected officers of the state and members of the Governor's staff.

Industry in Connecticut held Open House last month. And a good time was had by all.

# DEPARTMENTS

## Transportation

By NORRIS W. FORD, *Traffic Manager*

**Supreme Court Rules Against Car-Over-Cab.** In ruling that a state legally may prohibit use of its highways by automobile transport trucks which carry a car over the driver's cab, the United States Supreme Court upheld the Pennsylvania Act barring these vehicles from the state highways. The court, in a unanimous decision, affirmed the ruling of a lower court, which found that a Pennsylvania statute, forbidding such operations, was constitutional and had not been superseded by safety regulations promulgated by the Interstate Commerce Commission under the Federal Motor Carrier Act.

Conceding that the I. C. C.'s jurisdiction "extends in some measure to safety regulations," the Court pointed out that the Motor Carrier Act of 1935 gives the Commission power to prescribe reasonable requirements with respect to "qualifications and maximum hours of service of employees, and safety of operation and equipment." On the other hand, it pointed out that the I. C. C. had not been given power to regulate "sizes and weights" of motor vehicles, but merely had been authorized to investigate and report to Congress on the need for such regulation by the Federal Government. It was ruled that the Pennsylvania statute is a regulation of the weight and size of the loaded motor vehicle, and that the Pennsylvania legislature intended it to be such.

★ ★ ★

**J. Monroe Johnson Nominated for I. C. C.** John Monroe Johnson of Marion, S. C., Assistant Secretary of Commerce, was nominated by President Roosevelt to be a member of the Interstate Commerce Commission. The nomination complied with requests by the Southern bloc in Congress that a Southerner be named to the vacancy left by the resignation of Marion M. Caskie of Alabama. If his nomination is confirmed, Mr. Johnson will serve out the term of Mr. Caskie, which expires on December 31, 1941.

The nominee is a civil engineer by profession and has been Assistant Secretary of Commerce since June, 1935.

**Court Told Overthrow of Proportional Rates Will Ruin Truck Lines.** Following the conclusion of oral argument, the U. S. Supreme Court took under advisement the Interstate Commerce Commission's appeal from a lower court's decision which blocked an I. C. C. order calling for cancellation of certain motor carriers' proportional rates between Chicago and points in Wisconsin.

John R. Turney, counsel for the Chicago Heights Trucking Company, Inc. and 40 other motor carriers involved in the case, attacked a government contention that the rates, which apply principally to collection and distribution of less-than-truckload forwarding company traffic, would discriminate in favor of one shipper and against another.

In the Acme Case, the Commission ruled forwarders are not subject to regulation under the Motor Carrier Act. It denied applications of Acme Fast Freight and several other forwarding companies which sought "grandfather" certificates. It also ordered cancellation of their tariffs naming joint rates with motor carriers. The Acme case was appealed to the Supreme Court, which affirmed, without written decision or argument, a lower court ruling upholding the I. C. C. order. A new appeal is expected, in which the high court will be asked to hear oral argument in the case. Meanwhile, the Commission has repeatedly postponed the effective date of its order.

★ ★ ★

**I. C. C. Order Hits Private Motor Carriers.** A ruling by the I. C. C., requiring private motor carriers in interstate and foreign commerce to comply with hours and safety regulations, substantially the same as now required for common and contract carriers, will become effective on August 1, 1940. The safety regulations include: (1) a physical examination and doctor's certificate for new drivers (except farmers); (2) minimum age of 21 years (except that farmers between 18 and 21 years may operate vehicles having a gross weight not ex-

ceeding 10,000 pounds); (3) no physical or mental defect; qualifications for eyesight and hearing are included; (4) condition and standards of equipment and accessories are prescribed in great detail.

The hours of service regulations provide in general for a maximum of ten hours per day and sixty hours per week. Periods in excess of ten minutes for stops within a town or city may be deducted from total driving time. A daily driver's log must be carried and maintained on each vehicle.

Although these rules and regulations apply only to interstate and foreign commerce, a broad interpretation is placed upon interstate commerce, which may include transportation within a state provided, by intention, this was preceded or followed by an interstate movement.

★ ★ ★

**Effective Date of Ex Parte No. MC-33 Changed.** Upon consideration of the record in Ex Parte No. MC-33, Contract Carriers' Schedules of Minimum Rates, in The Matter of Filing and Posting of Schedules of Minimum Rates and Charges by Contract Carriers by Motor Vehicle, and of the petition of Contract Carrier Division of the American Trucking Associations, Inc., the Commission has announced that its order, approving and making effective Supplement No. 1 to Tariff Circular MF No. 2, will become effective August 1, 1940, instead of May 1, 1940.

★ ★ ★

**Ex Parte MC-31, Tariffs of Forwarding Companies.** This case involves the Commission's investigation to determine whether or not forwarding companies generally should be permitted to participate in joint rates with motor carriers.

A decision has been issued, holding that tariffs naming what purport to be joint rates between certain freight forwarding companies and certain motor carriers are not in consonance with Section 217(A) of the Motor Carrier Act 1935, are improperly on file and required to be stricken from the files. The Commission's order in this proceeding is scheduled to become effective on June 11, 1940.

★ ★ ★

**I. & S. Docket No. 4648—All Freight to Pacific Coast.** The Com-



mission has issued a decision in which it found the proposed all-commodity rate of \$2.75 per hundred pounds from Chicago to Pacific Coast terminals and interior points, including Salt Lake City, Utah, to be not unlawful. The proposed rates would also be applied from the Atlantic Seaboard Territory over the ocean-rail routes to the Pacific Coast. The order of suspension was vacated and the rate became effective on May 14, 1940. However, the Commission continued the proceeding in order that it might complete its investigation.

New England shippers were interested in the case as, at the time of the suspension, a proposal was before the carriers which contemplated the establishment of an all-commodity rate of \$3.30 per hundred pounds from New England to the Pacific Coast. It is hoped that this proposal will be revived.

**Minimum Charges on Export and Import Traffic at New York City—Docket M-1031.** The Interstate Commerce Commission has suspended a proposal, contained in a tariff issued by the Eastern Motor Freight Bureau, to increase the minimum charge on import and export shipments moving via the Port of New York from \$1 to \$1.50. The proceeding has been set for hearing at Brooklyn on June 27.

In its protest, the Port of New York Authority pointed out that on similar shipments moving via the Port of Boston the minimum charge is only 75 cents. It was alleged that this discriminates against the Port of New York.

It is not known that any protest was filed against a similar general increase in the minimum charge on shipments moving under commodity rates, which were scheduled to become effective on May 20.

the production of accurate cost figures will display the profits and losses which may accrue from sales, but this information is very largely historical. The more enlightened view is that the Cost Department is essentially a service department.

As a service department, properly organized and directed, it may be of invaluable assistance to:

**Management**—In furnishing authentic information for controlling expenditures and determining operation policies.

**Sales Departments**—In pricing products, estimating costs of new products, and elimination of unprofitable lines.

**Manufacturing Departments**—In measuring operating efficiency, recom-

(Continued on page 26)

## Accounting Hints For Management

Contributed by Hartford Chapter, N. A. C. A.

**The Better Concept of the Cost Department.** The functions and value of the Cost Department in an industrial organization hinge largely on the individual's point of view. The theme was the subject of discussion at a recent meeting of a large group of industrial accountants and executives. Largely as a habit of thought, many think of its primary purpose as the determination of bases for estab-

lishing selling prices, supplemented by production of accurate actual figures to reveal the profits or losses arising from sales. While these functions are present and serve some purposes, there are practical limitations to them; except in special cases the establishment of selling prices is controlled to a greater degree by supply and demand and competitive conditions than by cost data. It is, of course, true that

### NEW ENGLAND MOTOR RATE BUREAU, INC.

150 Causeway St., Boston

#### Tariff Publications

Classification, Territorial Directory, Exceptions Tariff, Class Tariff, and Commodity Tariffs for all New England territory as defined in Ex Parte MC-22, including new tariff, I. C. Bailey's MF-I.C.C. No. 45 covering all commodity rates between Northern New Jersey, Long Island, New York (Metropolitan area), N. Y., Rockland County, N. Y., Westchester County, N. Y., and Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut.

Prices upon application  
Telephone Capitol 7050



## ON HER WAY!

30 intercoastal ports hear American-Hawaiian's whistles . . . know that they herald the most frequent schedule in the intercoastal trade.

AMERICAN-HAWAIIAN  
STEAMSHIP COMPANY



# BUSINESS PATTERN

General business activity in Connecticut in April, although moderately lower than in March, remained slightly above the estimated normal. The decline in the United States index was less than in any preceding month this year.

Preliminary reports for May indicate an upward trend in general business activity, the weekly indexes for the first half of the month averaging significantly higher than in April.

Intensification of activity in the European war was accompanied by substantial declines in the grain and

perceived a moderate gain.

Slight decreases in the man-hours worked in Bridgeport, Bristol and New Britain were offset by an increase in Hartford. All cities for which data were available reported substantial gains over a year earlier.

Although freight carloadings in 13 Connecticut cities continued the contra-seasonal decline started last December, loadings of automobiles, building materials and bituminous coal were substantially higher than a year ago.

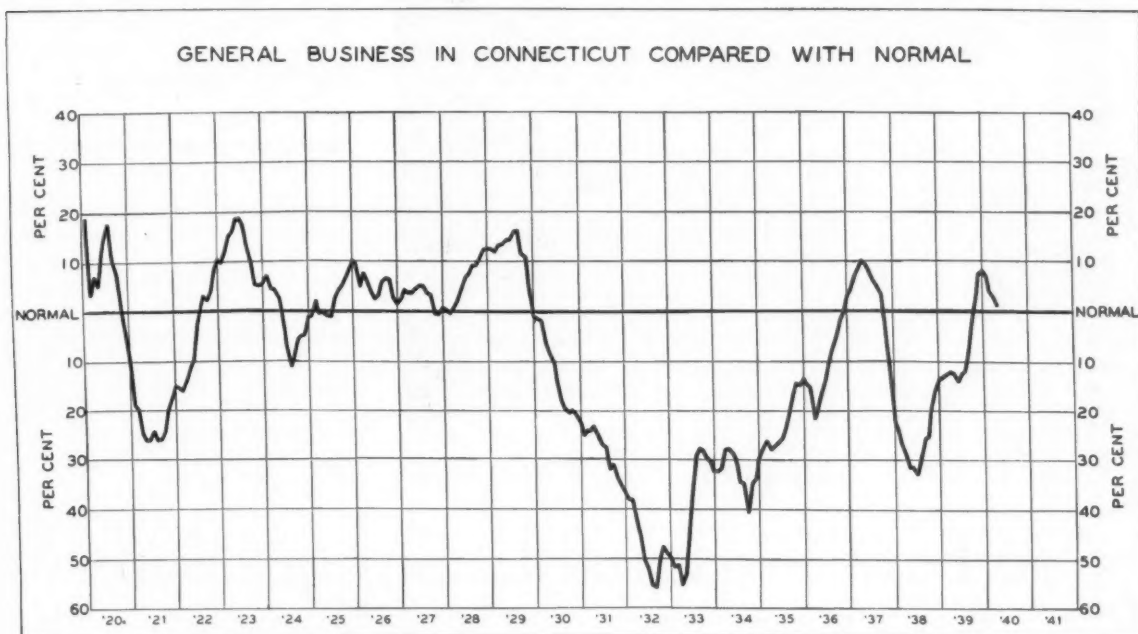
Metal tonnage carried by the New Haven Road continued to drop, con-

The Standard Knapp Corporation of New York, manufacturers of packing machinery, employing approximately 300, recently purchased a manufacturing plant in Portland, and will begin production about the middle of July.

Sales of real estate continued to advance, being 23% higher than a year ago.

The index of steel ingot production in the United States declined slightly during April. However, during the first half of May the rate of operations advanced sharply to 70% of capacity from the average of 62%

GENERAL BUSINESS IN CONNECTICUT COMPARED WITH NORMAL



securities markets, but by sharp increases in the prices of rubber, tin and steel scrap. An improvement in the tone of the markets occurred when it became apparent that the United States would broaden its preparedness program.

Activity in manufacturing plants in Connecticut as a whole continued at the high level that has prevailed since last November.

The index of man-hours worked in factories rose moderately, after seasonal adjustment, to stand at 17% above normal. Employment also ex-

perienced a moderate gain.

Construction work in progress in Connecticut increased further during April. For the first quarter, residential building increased 14% over the same 1939 period, whereas non-residential building was less than half of the same quarter a year ago.

In Bridgeport, the general contract has been awarded for the erection of a \$60,000 ice manufacturing plant to include approximately 26,000 square feet of floor space.

which prevailed during April.

Pig iron production, after adjustment for seasonal factors, remained at the same level as March. This was 36% higher than a year ago.

Automobile production in the United States in early May dropped slightly in line with seasonal expectations.

Sales by department stores in the United States in April advanced 1 point over March after adjustment for seasonal variation and the effect of Easter.



## Vacation!

IF there is one time in the year when peace of mind is more to be desired than at any other, it is during the summer months.

By making certain NOW that your business and personal interests are *adequately* protected by sound insurance, you will be better able to enjoy that well-earned rest which you so eagerly anticipate.

## A Few Seasonable Suggestions

Personal Accident   Automobile   Yacht and Motor Boat  
 Residence Burglary, Robbery and Theft  
 Tourist Baggage   Personal Effects  
 Golf and Sports Liability

**COAST-TO-COAST PROTECTION AND SERVICE**

*It pays to be Aetna-ized!*

THE AETNA CASUALTY AND SURETY COMPANY  
 THE AETNA LIFE INSURANCE COMPANY  
 THE STANDARD FIRE INSURANCE COMPANY  
 THE AUTOMOBILE INSURANCE COMPANY  
 of Hartford, Connecticut



# • HINTS *For* EXPORTERS




By MAHLON ASHFORD, *Foreign Trade Manager*

## CONVERSION RATE FOR CUSTOMS PURPOSES OF ENGLISH AND AUSTRALIA POUND STERLING—NEWFOUNDLAND AND CANADIAN DOLLAR.

The U. S. Secretary of the Treasury has issued a notice in the Federal Register to the effect that when necessary to convert any of the above currencies to U. S. currency such conversions shall be made on the rate designated as "official" instead of the "free" rate as has been the custom heretofore.

★ ★ ★

## CURIOUS SHORTAGE OF DOLLAR EXCHANGE IN INDIA.

Even though that country enjoys a highly favorable balance in its trade with the U. S., there exists a shortage of dollar exchange in this good market. One of the chief reasons for this phenomenon seems to be the diversion to sterling of payments for exports to the U. S. Local authorities are studying measures for relieving the shortage.

★ ★ ★

**NEW SURTAX AND INCREASED SALESTAX IN AUSTRALIA.** Effective May 3rd; the Australian Government has inaugurated a special war-time surtax of one-tenth of the amount of the import duty and primage tax, to apply on all imports, except gasoline. Also the sales tax has been increased from 6% to 8 1/3%.

★ ★ ★

**STEEL INDUSTRY IN SOUTH AFRICA.** In 1934 the Iscor Corporation in the City of Pretoria cast its first ingot and 66,000 tons of steel was manufactured that year. Four years later production had risen to 332,000 tons yearly and today the plant has been increased to produce 450,000 net tons of steel, truly a remarkable achievement in such a short space of time and in a country that is not really industrialized.

## IRISH INTERESTED IN TRADE

**WITH U. S.** Merchants in Eire are looking to the American market for supplies which before the War were obtained in Great Britain and other European countries. Eire at this time is reported to need a great variety of iron and steel products among other items. American firms seem to stand a good chance of securing the bulk of such requirements.

★ ★ ★

## AMERICAN ARBITRATION ASSOCIATION.

This organization located at 8 West 40th Street, New York has requested us to insert the following note of their activities: "Under an arrangement, entered into between the American Arbitration Association and the International Chamber of Commerce (approved at its Copenhagen meeting in July, 1939), the following arbitration clause has been approved: "All disputes arising in connection with the present contract shall be finally settled under the Rules of Conciliation and Arbitration of the International Chamber of Commerce by one or more arbitrators appointed in accordance with the Rules, unless the arbitration is to be held in the United States, in which instance the proceedings shall be conducted under the Rules of the American Arbitration Association."

★ ★ ★

## COLOMBIA IMPORT LICENSE REQUIREMENT.

It is now a requirement of the importers to make a 10% ad valorem advance deposit with the Colombian Office of Exchange and Export Control in order to obtain an import license.

COOPERATION  
In Export Shipping  
**MOHEGAN**  
INTERNATIONAL CORPORATION  
Dependable  
FOREIGN FREIGHT FORWARDERS  
To all parts of the world  
17 STATE ST. N. Y. Tel. B09-0348

## JAPAN CONCERNED OVER DECREASED EXPORTS.

In the first quarter of the current year Japan finds itself importing 60% of goods from foreign currency countries whereas only 40% of its exports went to these markets. The large unfavorable balance with these countries outside the Yen-block is causing concern to the Government.

★ ★ ★

## PROSPECTS FOR AMERICAN MACHINERY IN GREECE.

Although the exchange situation now existing in Greece is unfavorable, the outlook for the sale of industrial machinery of American make appears promising. Imports of U. S. machinery in 1939 were nearly double those of the previous year. At the present time no specific import quota restrictions are in force in connection with American industrial machinery. It is expected that with Greece's further difficulty in obtaining German imports many other items will be required from the American market.

★ ★ ★

## MARKING OF AMERICAN GOODS IMPORTED INTO CANADA.

It is well to point out that the new marking regulations for goods into Canada will go into force the 1st of July, 1940. Too many items are involved to detail herein, but anyone interested can obtain the list by communicating with the Association's Foreign Trade Manager. It is important that all shippers be acquainted with the products in question inasmuch as some require an impression to be made on the article itself whereas others simply require that the country of origin be shown solely on the containers.

★ ★ ★

**WEEKLY PUBLICATION ON LATIN-AMERICA.** The Latin-American Information, Inc., a weekly, founded early in 1939, has entered the field of foreign trade service publications, specializing, as its name implies, on Latin America. The service consists

of weekly reports from the field and released in letter form. Subscription is on a per country, yearly base. This concern is headed by Clifford G. Chester who has travelled extensively throughout the countries covered in the interests of the International Telephone and Telegraph Company, as well as in Spain during the recent Civil War in that country. Newspaper men in most of these countries, in the main, keep him informed of conditions and trends. The Company's Office is located at 274 Madison Avenue, New York.

★ ★ ★

### ASSOCIATION'S FOREIGN TRADE COURSE COMPLETED.

Some 75 persons were present at a dinner-meeting held May 24 at the New Haven Junior College, Y. M. C. A. for the purpose of graduating 26 students who successfully completed the 16 week course on Practical Exporting. The course, sponsored by the Association, was conducted under the able tutelage of H. F. Beebe, Foreign Trade Manager, Winchester Repeating Arms Co., and member of the Association's Foreign Trade Committee.

President E. Kent Hubbard gave the principal address. Limiting himself to brief remarks, because of the long program scheduled, Mr. Hubbard mentioned some of his interesting experiences in foreign trade, including meetings in Europe some ten years ago with ex-Premier Venizelos of Greece and Benito Mussolini of Italy with a view of developing Connecticut's foreign trade.

Mr. James E. Bryan, President, Undine Twine Mills Co., and Chairman, Foreign Trade Committee of this Association, graphically pointed out the necessity of being practical instead of theoretical in foreign trade matters. He related a number of amusing experiences which had occurred during his long service in the export field. Mr. Bryan introduced the members of the Foreign Trade Committee as follows: Messrs. H. F. Beebe, Chas. Engelke, H. G. Farwell, H. W. French, J. D. Garrett, E. H. Long, R. H. Miller, A. Ribadeneyra, J. M. Schaeffer, and W. M. Spencer. Illness prevented L. B. Hough, the twelfth member of the Committee, from attending.

At this point, Mr. Beebe, to whom we all owe a great debt of gratitude for his unselfish devotion in so successfully imparting his knowledge to the class, addressed the group and pre-

sented to Mr. Hubbard each individual student who received from the hands of our President his diploma. Those who received diplomas were: Zena Alkevich, The American Thermos Bottle Co.; Edith L. Ballou, The Sprague Meter Co.; John A. Boyd, Wallingford Steel Co.; John B. Colt, The Turner & Seymour Mfg. Co.; Ellsworth W. Cowles, The New Haven Pulp & Board Co.; Kenneth L. Douglas, Union Hardware Co.; John Edward Fay, The Wiremold Co.; Arthur T. Fletcher and Franklin J. Fletcher, The Fletcher-Terry Co.; Frederick W. Green, The Nash Engineering Co.; William N. Hancock, The Miller Co.; Rhoda Louisa Hillman, The American Thermos Bottle Co.; Harold B. Hoyt, The New Haven Pulp & Board Co.; Alfred G. Kanzler, Pitney-Bowes Postage Meter Co.; John P. Lyons, The Sprague Meter Co.; William B. Lyons, The Billings & Spencer Co.; Edward A. Mead, The Nash Engineering Co.; J. Grover Middleton, The Capewell Manufacturing Co.; Charles F. Murphy, The Acme Shear Co.; Henry J. Rogers, G. F. Heublein & Brothers; Benedict C. Schwanda, B. Schwanda & Sons; Donald G. Sullivan, The Torrington Manufacturing Co.; Kenneth W. Weeks, The Walton Co.; John H. Williams, Pitney-Bowes Postage Meter Co.; John B. Wright, The Nash Engineering Co.; Fred R. Youd, The Acme Shear Co.

Mr. Lawrence L. Bethel, Director, New Haven Junior College, Y. M. C. A., which jointly sponsored the Foreign Trade Course with our Association, gave a short talk in keeping with the occasion.

Called upon to say a few words, the writer of this department tried to emphasize the privilege of being associated with the members of the Staff of the Association and the men comprising its Foreign Trade Committee.

The last feature of the program was the showing of the Pan-American Airways colored sound film entitled, TRANS-PACIFIC FLIGHT, which keyed the meeting to our observance of National Foreign Trade Week. Among our guests, it was our pleasure to greet various members of the Hartford Export Managers Club; The Export Managers Club of Bridgeport and the Foreign Trade Club of New Haven.

★ ★ ★

**WEEKLY PUBLICATION ON LATIN-AMERICA.** The Latin-American Information, Inc., a weekly,

founded early in 1939, has entered the field of foreign trade service publications, specializing, as its name implies, on Latin America. The service consists of weekly reports from the field and is released in letter form. Subscription is on a per country, yearly base. This concern is headed by Clifford G. Chester who has travelled extensively throughout the countries covered, in the interests of the International Telephone and Telegraph Company, as well as in Spain during the recent Civil War in that country. Newspaper men in most of these countries, in the main, keep him informed of conditions and trends. The Company's office is located at 274 Madison Avenue, New York.

### ACCOUNTING HINTS

(Continued from page 22)

mending possible reductions in cost, and suggesting methods of eliminating waste and other remedial measures which may be beneficial to the department and to the company.

Incidentally—In furnishing necessary information for costing sales and pricing inventory.

Viewed as a service department, it is given the proper perspective; in itself, not a productive department, but nevertheless essential and indispensable to the proper operation of other departments and functions.

★ ★ ★

**Hartford Chapter, N. A. C. A. Election.** Officers and directors elected for the 1940-41 Chapter year were chosen from widely diversified industries represented in its membership.

President—Francis L. Haskell, Wallace Barnes Co., Bristol, Conn.; Vice President—Donald B. Bassett, Felt & Tarrant Mfg. Co., Hartford, Conn.; Secretary—Einar W. Palm, Turner & Seymour Mfg. Co., Torrington, Conn.; Treasurer—Richard L. Goodwill, Trumbull Electric Mfg. Co., Plainville, Conn.; Directors—Edward H. Bengston, Scovill Mfg. Co., Waterbury, Conn.; Ernest R. Dayton, Russell Mfg. Co., Middletown, Conn.; Morris Klein, Veeder-Root, Inc., Hartford, Conn.; Edward K. Fuller, Somersville Mfg. Co., Somersville, Conn.; Raymond Payne, Arrow-Hart & Hegeman Elec. Co., Hartford, Conn.; George E. McCarthy, New Britain Machine Co., New Britain, Conn.; Fred E. Burnham, United Aircraft Corp., East Hartford, Conn.





**Ed. NOTE.** This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>		<b>Bathroom Accessories</b>		<b>Brass Goods</b>	
The Baker Goodyear Co	New Haven	The Charles Parker Co	Meriden	Sargent and Company	New Haven
<b>Accounting Machines</b>		<b>Bearings</b>		Scovill Manufacturing Co (To Order)	
Underwood Elliott Fisher Co	Hartford	New Departure Div of General Motors (ball)	Bristol	<b>Brass Mill Products</b>	
<b>Acids</b>		The Fafnir Bearing Co (ball)	New Britain	Bridgeport Brass Co	Bridgeport
Naugatuck Chemical (Div of U S Rubber Prod Inc)		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford	Scovill Manufacturing Co	Waterbury
<b>Adding Machines</b>		<b>Bells</b>		<b>Brass Stencils—Interchangeable</b>	
Underwood Elliott Fisher Co	Hartford	Bevin Brothers Mfg Co	East Hampton	The Fletcher Terry Co	Box 415, Forestville
<b>Advertising Printing</b>		The Gong Bell Mfg Co	East Hampton	<b>Brick—Building</b>	
The Case Lockwood & Brainard Co	Hartford	Sargent and Co	New Haven	The Donnelly Brick Co	New Britain
<b>Advertising Specialties</b>		The N N Hill Brass Co	East Hampton	<b>Bricks—Fire</b>	
The H C Cook Co 32 Beaver St	Ansonia	<b>Belting</b>		Howard Company	New Haven
Scovill Manufacturing Co (Made to Order)	Waterbury	Hartford Belting Co	Hartford	<b>Broaching</b>	
The Waterbury Button Co	Waterbury	The Russell Mfg Co	Middletown	The Hartford Special Machinery Co	Hartford
<b>Aero Webbing Products</b>		The Thames Belting Co	Norwich	<b>Brooms—Brushes</b>	
Russell Mfg Co	Middletown	<b>Benches</b>		The Fuller Brush Co	Hartford
<b>Air Compressors</b>		The Charles Parker Co (piano)	Meriden	<b>Buckles</b>	
The Spencer Turbine Co	Hartford	<b>Bicycle Coaster Brakes</b>		The Hatheway Mfg Co (Dee Rings)	Bridgeport
<b>Aircraft—Repair &amp; Overhaul</b>		New Departure Div General Motors Corp	Bristol	The Hawie Mfg Co	Bridgeport
United Airports Div United Aircraft Corp	Rentschler Field East Hartford	<b>Bicycle Sundries</b>		The G E Prentice Mfg Co	New Britain
<b>Airplanes</b>		New Departure Div General Motors Corp	Bristol	John M Russell Mfg Co Inc	Naugatuck
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	<b>Binders Board</b>		B Schwanda & Sons	Staffordville
<b>Aluminum Castings</b>		Colonial Board Company	Manchester	The Patent Button Co	Waterbury
Newton-New Haven Co 688 Third Avenue	West Haven	<b>Biological Products</b>		The Waterbury Button Co	Waterbury
<b>Aluminum Forgings</b>		Ernst Bischoff Company Inc	Ivoryton	<b>Buffing &amp; Polishing Compositions</b>	
Scovill Manufacturing Co (small)	Waterbury	<b>Blocks</b>		Apothecaries Hall Co	Waterbury
<b>Aluminum Goods</b>		Howard Company (cupola fire clay)	New Haven	Lea Mfg Co	Waterbury
Scovill Manufacturing Co (To Order)	Waterbury	<b>Blower Fans</b>		<b>Buffing Wheels</b>	
The Waterbury Button Co	Waterbury	The Spencer Turbine Co	Hartford	The Williamsville Buff Mfg Co	Danielson
<b>Aluminum—Sheets &amp; Coils</b>		Colonial Blower Company	Hartford	<b>Buttons</b>	
United Smelting & Aluminum Co Inc	New Haven	<b>Blower Systems</b>		B Schwanda & Sons	Staffordville
<b>Ammunition</b>		Colonial Blower Company	Hartford	The Patent Button Co	Waterbury
Remington Arms Co Inc	Bridgeport	<b>Boilers</b>		Colt's Patent Fire Arms Mfg Co	Hartford
<b>Aromatics</b>		The Bigelow Co	New Haven	Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
Naugatuck Chemical (Div of U S Rubber Prod Inc)		Petroleum Heat & Power Co (domestic only)	Stamford	The Waterbury Button Co	Waterbury
<b>Artificial Leather</b>		<b>Bolts and Nuts</b>		<b>Cabinets</b>	
Zapon Div, Atlas Powder Co	Stamford	Clark Brothers Bolt Co	Milldale	The Charles Parker Co (medicine)	Meriden
<b>Asbestos</b>		The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	<b>Cables—Wire</b>	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	The Blake & Johnson Co (nuts, machine screw-bolts, stove)	Waterville	The Wiremold Co (armored, armored leaded and non-metallic sheathed cable)	West Hartford
<b>Assemblies, Small</b>		<b>Bottle Bobbins</b>		<b>Cams</b>	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Sonoco Products Co (Climax-Lowell Div)	Mystic	The Hartford Special Machinery Co	Hartford
<b>Automobile Accessories</b>		<b>Box Board</b>		<b>Carpet Lining</b>	
The Rostand Mfg Co (windshields, seats, and body hardware)	Millford	The Lydall & Foulds Paper Co	Manchester	Palmer Brothers Co	New London
The Wiremold Co (automobile loom & windshield wiper tubing)	West Hartford	National Folding Box Co	New Haven	<b>Castings</b>	
<b>Automotive Friction Fabrics</b>		Robertson Paper Box Co	Montville	The Charles Parker Co (gray iron)	Meriden
The Russell Mfg Co	Middletown	<b>Boxes—Paper—Folding</b>		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
<b>Automotive &amp; Service Station Equipment</b>		Atlantic Carton Corp	Norwich	The Gillette-Vilber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	S Curtis & Son Inc	Sandy Hook	The Sessions Foundry Co (gray iron)	Bristol
<b>Bakelite Moldings</b>		M S Dowd Carton Co	Hartford	John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck
The Waterbury Button Co	Waterbury	National Folding Box Co (paper folding)	New Haven	Malleable Iron Fittings Co (malleable iron and steel)	Branford
<b>Balls</b>		The New Haven Pulp & Board Co	New Haven	McLagon Foundry Co (gray iron)	New Haven
The Abbott Ball Co (steel bearing and burnishing)	Hartford	Robertson Paper Box Co	Montville	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	<b>Brake Lining</b>		Philbrick-Booth & Spencer Inc (Grey Iron)	Hartford
<b>Barrels</b>		Colt's Patent Fire Arms Mfg Co	Hartford	<b>Castings—Permanent Mould</b>	
The Abbott Ball Co (burnishing and tumbling)	Hartford	The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport	The Greist Mfg Co (white metal, slush, permanent moulds)	503 Blake St New Haven
The Hartford Steel Ball Co (tumbling)	Hartford	<b>Brass and Bronze</b>		Scovill Manufacturing Co (brass and bronze)	Waterbury
		The American Brass Co (sheet, wire rods, tubes)	Waterbury	Vanadium Metals Co (brass, bronze and aluminum)	Groton
		The Bridgeport Rolling Mills Co	Bridgeport	Union Mfg Co (gray iron)	New Britain
		The Bristol Brass Corp (sheet, wire, rods)	Bristol	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
		The Miller Co (Phosphor bronze in sheets, strips and rolls)	Meriden		
		The Thinsheet Metals Co (sheets and rolls)	Waterbury		

# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Chain</b>		<b>Drop Forgings</b>		<b>Flow Meters</b>	
John M Russell Mfg Co Inc	Naugatuck	Wilcox Crittenden & Co Inc	Middletown	The Bristol Co	Waterbury
<b>Chains—Bead</b>		The Blakeslee Forging Co	Plantsville	<b>Forgings</b>	
The Bead Chain Mfg Co	Bridgeport	Atwater Mfg Co	Plantsville	Clark Brothers Bolt Co	Milddale
<b>Chemicals</b>		<b>Edged Tools</b>		Heppenstall Co (all kinds and shapes)	Bridgeport
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	The Collins Co (axes and other edged tools)	Collinsville	Scovill Manufacturing Co (non-ferrous)	Waterbury
Apothecaries Hall Co	Waterbury	<b>Elastic Webbing</b>		<b>Foundries</b>	
MacDermid Incorporated	Waterbury	The Russell Mfg Co	Middletown	Union Mfg Co (gray iron)	New Britain
American Cyanamid & Chemical Corp	Waterbury	<b>Electric Appliances</b>		Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown
<b>Chromium Plating</b>		The Silex Co	80 Pliny St Hartford	The Sessions Foundry Co (iron)	Bristol
Chromium Corp of America	Waterbury	<b>Electric Cables</b>		<b>Foundry Riddles</b>	
<b>Chucks &amp; Face Plate Jaws</b>		Rockbestos Products Corp (asbestos insulated)	New Haven	The John P Smith Co 423-33	Chapel St New Haven
Union Mfg Co	New Britain	<b>Electrical Conduit Fittings &amp; Grounding Specialties</b>		Rolock Inc (brass, galvanized, steel)	Southport
<b>Clamps—Wood Workers</b>		The Gillette-Vibber Company	New London	<b>Furniture—Anodic Aluminum</b>	
<b>Clay</b>		<b>Electric Cords</b>		Warren McArthur Corporation	Bantam
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Fuses</b>	
<b>Cleansing Compounds</b>		<b>Electric—Commutators &amp; Segments</b>		Colt's Patent Fire Arms Mfg Co	Hartford
MacDermid Incorporated	Waterbury	The Cameron Elec Mfg Co (rewinding motors)	Ansonia	<b>Galvanizing &amp; Electric Plating</b>	
<b>Clutch—Friction</b>		<b>Electric Fixture Wire</b>		The Gillette-Vibber Co.	New London
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq)	Manchester	Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Galvanizing</b>	
<b>Comfortables</b>		<b>Electric Heating Element &amp; Units</b>		Malleable Iron Fittings Co	Branford
Palmer Brothers Co	New London	Rockbestos Products Corp (asbestos insulated)	New Haven	Wilcox Crittenden & Co Inc	Middletown
<b>Conduits</b>		<b>Electrical Instruments</b>		<b>Gauges</b>	
The Wiremold Co (flexible steel and non-metallic flexible)	West Hartford	The Bristol Co	Waterbury	The Bristol Co (pressure, vacuum, indicating, recording and controlling)	Waterbury
<b>Cones</b>		<b>Electric Panel Boards</b>		<b>Gears—Reverse &amp; Reduction for Motor Boats</b>	
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic	The Plainville Electrical Products Co	Plainville	The Snow and Petrelli Mfg Co	New Haven
<b>Consulting Engineers</b>		<b>Electric Wire</b>		<b>Gears and Gear Cutting</b>	
The Stanley P Rockwell Co Inc (Consulting)	Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven	The Hartford Special Machinery Co	Hartford
296 Homestead Ave		The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden	<b>Glass Coffee Makers</b>	
<b>Contract Manufacturers</b>		<b>Electrical Control Apparatus</b>		The Silex Co	80 Pliny St Hartford
The Greist Mfg Co (metal parts and assemblies)	New Haven	The Trumbull Electric Mfg Co	Plainville	<b>Glass Cutters</b>	
<b>Copper</b>		<b>Electrical Control Equipment</b>		The Fletcher Terry Co	Box 415, Forestville
The American Brass Co (sheet, wire, rods, tubes)	Waterbury	Colt's Patent Fire Arms Mfg Co	Hartford	<b>Golf Equipment</b>	
The Bristol Brass Corp (sheet)	Bristol	<b>Electrical Goods</b>		The Horton Mfg Co (clubs, shafts, balls, bags)	Bristol
Scovill Manufacturing Co (pipe and service tubing)	Waterbury	A C Gilbert Co	New Haven	<b>Graphite Crucibles &amp; Products</b>	
The Thinsheet Metals Co (sheets and rolls)	Waterbury	Colt's Patent Fire Arms Mfg Co	Hartford	American Crucible Co	Shelton
<b>Copper Sheets</b>		<b>Electrical Switches</b>		<b>Grinding</b>	
The New Haven Copper Co	Seymour	Colt's Patent Fire Arms Mfg Co	Hartford	Centerless Grinding Works (production & custom)	70 Knowlton St Bridgeport
<b>Copper Shingles</b>		<b>Electrotypes</b>		The Hartford Special Machinery Co (gears, threads, cams and splines)	Hartford
The New Haven Copper Co	Seymour	W T Barnum & Co Inc (all classes)	New Haven	<b>Hardware</b>	
<b>Copper Water Tube</b>		<b>Elevators</b>		Sargent and Co	New Haven
Bridgeport Brass Co	Bridgeport	The Eastern Machinery Co (passenger and freight)	New Haven	Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown
<b>Cork Cots</b>		<b>Embalming Chemicals</b>		<b>Hardware—Trailer Cabinet</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic	The Embalmers' Supply Co	Westport	The Excelsior Hardware Co	Stamford
<b>Corrugated Box Manufacturers</b>		<b>Engines</b>		<b>Hardware, Trunk &amp; Luggage</b>	
The Danbury Square Box Co	Danbury	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	J H Sessions & Son	Bristol
<b>Corrugated Shipping Cases</b>		Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	<b>Hat Machinery</b>	
D L & D Container Corp 87 Shelton Ave	New Haven	<b>Envelopes</b>		Doran Brothers Inc	Danbury
Gair Thames Containers Div of the Robert Gair Co Inc	New London	Curtis 1000 Inc	Hartford	<b>Headers</b>	
<b>Cosmetics</b>		<b>Extractors—Tap</b>		The E J Manville Machine Co	Waterbury
The J B Williams Co	Glastonbury	The Walton Co	94 Allyn St Hartford	<b>Heat Treating</b>	
<b>Cotton Batting &amp; Jute Batting</b>		<b>Eyelets</b>		The Bennett Metal Treating Co	Elmwood
Palmer Brothers	New London	Scovill Manufacturing Co	Box 1030 Waterbury	1045 New Britain Ave	
<b>Cotton Yarn</b>		<b>Fasteners—Slide &amp; Snap</b>		The Stanley P Rockwell Co Inc	Hartford
The Floyd Cranska Co	Moosup	The G E Prentice Mfg Co	New Britain	296 Homestead Ave	
<b>Counting Devices</b>		Sargent and Co	New Haven	<b>Heat-Treating Equipment</b>	
Veeder-Root Inc	Hartford	The Patent Button Co	Waterbury	The Stanley P Rockwell Co Inc (commercial)	Hartford
<b>Cutlery</b>		Scovill Manufacturing Co (snap)	Waterbury	The Wallace Barnes Co Div Associated Spring Corp	Bristol
Remington Arms Co Inc	Bridgeport	<b>Felt</b>		<b>Heating Apparatus</b>	
<b>Cut Stone</b>		American Felt Co	Glenville	Crane Company	Bridgeport
The Dextone Co	New Haven	<b>Ferrules</b>		<b>Highway Guard Rail Hardware</b>	
<b>Cutters</b>		The Waterbury Button Co	Waterbury	Malleable Iron Fittings Co	Branford
The Standard Machinery Co (rotary board, single and duplex)	Mystic	<b>Fibre Board</b>		<b>Hinges</b>	
The O K Tool Co Inc (inserted tooth milling)	Shelton	The C H Norton Co	North Westchester	Sargent and Company	New Haven
33 Hull St		The Wm Foulds & Company	Manchester	Homer D Bronson Company	Beacon Falls
<b>Dictating Machines</b>		<b>Finger Nail Clippers</b>		<b>Holsts and Trolleys</b>	
Dictaphone Corporation	Bridgeport	The H C Cook Co	32 Beaver St Ansonia	Union Mfg Company	New Britain
<b>Die Castings</b>		<b>Firearms</b>		<b>Hose Supporter Trimmings</b>	
Newton-New Haven Co Inc 688 Third Ave	West Haven	Colt's Patent Fire Arms Mfg Co	Hartford	The Hawie Mfg Co (So-Lo Grip Tabs)	Bridgeport
<b>Dies</b>		Remington Arms Co Inc	Bridgeport	<b>Hot Water Heaters</b>	
The Hoggson & Pettis Mfg Co 141 Brewery St	New Haven	<b>Fire Hose</b>		Petroleum Heat & Power Co (Instantaneous domestic oil burner)	Stamford
<b>Die-Heads—Self-Opening</b>		Fabrics Fire Hose Co (municipal and industrial)	Sandy Hook	<b>Industrial Finishes</b>	
The Eastern Machine Screw Corp Truman & Barclay Sts	New Haven	<b>Fireplace Goods</b>		Zapon Div Atlas Powder Co	Stamford
The Geometric Tool Co	New Haven	The John P Smith Co (screens)	423-33 Chapel St New Haven	<b>Insecticides</b>	
<b>Dish Washing Machines</b>		The Rostand Mfg Co	Milford	American Cyanamid & Chemical Corp	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford	<b>Fireproof Floor Joists</b>		<b>Insulated Wire Cords &amp; Cable</b>	
<b>Dispersions of Rubber</b>		The Dextone Co	New Haven	The Kerite Insulated Wire & Cable Co Inc	Seymour
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	<b>Fishing Equipment</b>		The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden
<b>Draperies</b>		The Horton Mfg Co (reels, rods, lines)	Bristol	<b>Japanning</b>	
Palmer Brothers Co	New London	<b>Fishing Lines</b>		J H Sessions & Son	Bristol
		The Bevin-Wilcox Line Co	East Hampton	<b>Key Blanks</b>	
		<b>Fishing Tackle</b>		Sargent and Company	New Haven
		The H C Cook Co	32 Beaver St Ansonia	The Graham Mfg Co	Derby
		<b>Flashlight Cases</b>		<b>Knit Goods</b>	
		Scovill Manufacturing Co (metal)	Waterbury	American Hosiery Company	New Britain (Adv't.)

# IT'S MADE IN CONNECTICUT

—CONTINUED—

<b>Labels</b>		<b>Mill Supplies</b>		<b>Pyrometers</b>	
I & J Cash Inc (Woven)	South Norwalk	Wilcox Crittenden & Co Inc	Middletown	The Bristol Co (recording and controlling)	Waterbury
Naugatuck Chemical (Div of U S Rubber Prod Inc) (rubber)	Naugatuck & 1790 Broadway New York	<b>Moulded Plastic Products</b>		<b>Radiation-Finned Copper</b>	
<b>Lacquers &amp; Synthetic Enamels</b>		Colt's Patent Fire Arms Mfg Co	Hartford	The G & O Manufacturing Company	
Zapon Div Atlas Powder Co	Stamford	The Watertown Mfg Co 117 Echo	Lake Road Watertown	New Haven	
<b>Ladders</b>		<b>Mouldings</b>		<b>Railroad Equipment</b>	
A W Flint Co	136 Haven St New Haven	The Wiremold Co (surface metal race-ways)	West Hartford	The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford
<b>Lamps</b>		<b>Moulds</b>		<b>Rayon Yarns</b>	
The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford	The Hoggson & Pettis Mfg Co (steel) 141 Brewery St	New Haven	The Hartford Rayon Corp	Rocky Hill
The Greist Mfg Co (portable, office, floor, table and novelty)	503 Blake St New Haven	The Sessions Foundry Co (heat resisting for non ferrous metals)	Bristol	<b>Razors</b>	
<b>Latex</b>		<b>Nickel Anodes</b>		Schick Dry Shaver Inc (electric)	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York		Apothecaries Hall Co	Waterbury	<b>Reamers</b>	
<b>Leather</b>		The Seymour Mfg Co	Seymour	The O K Tool Co Inc (inserted tooth)	
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	<b>Nickel Silver</b>		33 Hull St	
<b>Leather Goods Trimmings</b>		The Seymour Mfg Co	Seymour	<b>Reclaimed Rubber</b>	
The G E Prentice Mfg Co	New Britain	<b>Nuts Bolts and Washers</b>		Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
<b>Letterheads</b>		Clark Brothers Bolt Co	Milldale	<b>Recorders and Controllers</b>	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	<b>Office Equipment</b>		The Bristol Co (humidity, motion and operation)	
<b>Lighting Equipment</b>		Underwood Elliott Fisher Co	Hartford	<b>Refractories</b>	
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	<b>Oil Burners</b>		Howard Company	
The Waterbury Button Co	Waterbury	Malleable Iron Fittings Co	Branford	<b>Resistance Wire</b>	
<b>Locks</b>		The Silent Glow Oil Burner Corp	Hartford	The C O Jelliff Mfg Co (Nickel chromium, kanthal)	
Sargent and Company	New Haven	1477 Park St	Stamford	<b>Retainers</b>	
<b>Locks—Cabinet</b>		<b>Padding &amp; Cotton Batting</b>		The Hartford Steel Ball Co (bicycle & automotive)	
The Excelsior Hardware Co	Stamford	The Gilman Bros Co	Gilman	<b>Reverse Gear—Marine</b>	
<b>Locks—Suit-case and Trimmings</b>		<b>Paints and Enamels</b>		The Carlyle Johnson Mach Co	
The Excelsior Hardware Co	Stamford	The Tredennick Paint Mfg Co	Meriden	<b>Riveting Machines</b>	
<b>Locks—Trunk</b>		<b>Paperboard</b>		The Grant Mfg & Machine Co	
The Excelsior Hardware Co	Stamford	Gair Thames Containers Div of the Robert Gair Co Inc	New London	The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	
<b>Locks—Zipper</b>		The New Haven Pulp & Board Co	New Haven	<b>Rivets</b>	
<b>Machine Work</b>		<b>Paper Boxes</b>		Clark Brothers Bolt Co	
The Hartford Special Machinery Co (contract work only)	Hartford	National Folding Box Co (folding)	New Haven	The Blake & Johnson Co (brass, copper and non-ferrous)	
<b>Machinery</b>		The New Haven Pulp & Board Co	New Haven	J H Sessions & Son	
The Hallden Machine Company (mill)	Thomaston	Robertson Paper Box Co (folding)	Montville	The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	
The Standard Machinery Co (bookbinders)	Mystic	<b>Paper Clips</b>		<b>Rods</b>	
<b>Machines</b>		The H C Cook Co (steel) 32 Beaver St	Ansonia	The Bristol Brass Corp (brass and bronze)	
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	<b>Paper Tubes and Cores</b>		<b>Roof Coatings &amp; Cements</b>	
The Patent Button Company	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Tilo Roofing Co Inc	
<b>Machines—Automatic</b>		Sonoco Products Co (Climax-Lowell Div)	Mystic	<b>Roofing—Built Up</b>	
The A H Nilson Mach Co (Special)	Bridgeport	<b>Pharmaceutical Specialties</b>		Tilo Roofing Co Inc	
<b>Machines—Forming</b>		Ernst Bischoff Company Inc	Ivoryton	<b>Rubber Chemicals</b>	
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	<b>Perfume Bases</b>		Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
<b>Malleable Iron Castings</b>		<b>Phosphor Bronze</b>		The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	
Malleable Iron Fittings Co	Branford	The Seymour Mfg Co	Seymour	<b>Rubber Dispersions</b>	
<b>Marine Equipment</b>		The Bristol Brass Corp (sheet)	Bristol	Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	<b>Pipe</b>		<b>Rubberized Fabrics</b>	
Wilcox Crittenden & Co Inc	Middletown	The American Brass Co (brass and copper)	Waterbury	The Duro-Gloss Rubber Co	
<b>Marking Devices</b>		Howard Co (cement well and chimney)	New Haven	<b>Rubber Footwear</b>	
The Hoggson & Pettis Mfg Co	New Haven	Crane Company (fabricated)	Bridgeport	The Goodyear Rubber Co	
<b>Mattices</b>		Bridgeport Brass Co (brass & copper)	Bridgeport	United States Rubber Prod Inc (Keds, Keettes, Gaytees, U S Royal Footwear)	
W T Barnum & Co Inc	New Haven	Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury	<b>Rubber Latex</b>	
<b>Mattresses</b>		<b>Pipe Fittings</b>		Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
Palmer Brothers Co	New London	Malleable Iron Fittings Co	Branford	<b>Rubbish Burners</b>	
Waterbury Mattress Co	Waterbury	<b>Platers</b>		The John P Smith Co 423-33 Chapel St	
<b>Measuring Instruments</b>		The Patent Button Co	Waterbury	New Haven	
The Bristol Co (long distance)	Waterbury	The Plainville Electro Plating Co	Plainville	<b>Safety Fuses</b>	
<b>Metal Cleaners</b>		<b>Platers—Chrome</b>		The Ensign-Bickford Co (mining & detonating)	
Apothecaries Hall Co	Waterbury	The Plainville Electro Plating Co	Plainville	Simsbury	
<b>Metal Cleaning Machines</b>		<b>Platers' Equipment</b>		<b>Scales—Industrial Dial</b>	
Colt's Patent Fire Arms Mfg Co	Hartford	MacDermid Incorporated	Waterbury	The Kron Company	
<b>Metal Goods</b>		<b>Plumbers' Brass Goods</b>		<b>Scissors</b>	
Bridgeport Brass Co (to order)	Bridgeport	Bridgeport Brass Co	Bridgeport	The Acme Shear Company	
<b>Metal Novelties</b>		Scovill Manufacturing Co	Waterbury	<b>Screw Machine Products</b>	
The H C Cook Co	32 Beaver St Ansonia	<b>Plumbing Specialties</b>		The Blake & Johnson Co	
The Waterbury Button Co	Waterbury	John M Russell Mfg Co Inc	Naugatuck	Centerless Grinding Works	
<b>Metal Products—Stampings</b>		<b>Pole Line</b>		70 Knowlton St	
J H Sessions & Son	Bristol	Malleable Iron Fittings Co	Branford	The Eastern Machine Screw Corp	
The Greist Mfg Co	503 Blake St New Haven	<b>Polishing Wheels</b>		Truman & Barclay St	
Scovill Manufacturing Co (Made to Order)	Waterbury	The Williamsville Buff Mfg Co	Danielson	The Humason Mfg Co	
<b>Metal Specialties</b>		<b>Presses</b>		Scovill Manufacturing Co	
The Excelsior Hardware Co	Stamford	<b>Propellers—Aircraft</b>		<b>Screws</b>	
The G E Prentice Mfg Co	New Britain	The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	The Blake & Johnson Co (machine)	
The Greist Mfg Co	503 Blake St New Haven	<b>Punches</b>		Sargent and Company	
<b>Metal Stampings</b>		Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	Clark Brothers Bolt Co	
The Patent Button Co	Waterbury	<b>Putty Softeners—Electrical</b>		The Charles Parker Co (wood)	
The Excelsior Hardware Co	Stamford	The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven	The Bridgeport Screw Co (wood)	
J H Sessions & Son	Bristol	141 Brewery St	New Haven	Scovill Manufacturing Co (cap and machine)	
The H C Cook Co	32 Beaver St Ansonia	<b>Pyrometers</b>		<b>Scythes</b>	
The Greist Mfg Co	503 Blake St New Haven	<b>Radiation-Finned Copper</b>		Winsted Manufacturing Co	
The Waterbury Button Co	Waterbury	<b>Railroad Equipment</b>		Winsted (Advt.)	
<b>Milk Bottle Carriers</b>		<b>Rayon Yarns</b>			
The John P Smith Co 323-33 Chapel St	New Haven	<b>Razors</b>			
		<b>Reamers</b>			
		<b>Reclaimed Rubber</b>			
		<b>Recorders and Controllers</b>			
		<b>Refractories</b>			
		<b>Resistance Wire</b>			
		<b>Retainers</b>			
		<b>Reverse Gear—Marine</b>			
		<b>Riveting Machines</b>			
		<b>Rivets</b>			
		<b>Rods</b>			
		<b>Roof Coatings &amp; Cements</b>			
		<b>Roofing—Built Up</b>			
		<b>Rubber Chemicals</b>			
		<b>Rubber Dispersions</b>			
		<b>Rubberized Fabrics</b>			
		<b>Rubber Footwear</b>			
		<b>Rubber Latex</b>			
		<b>Rubbish Burners</b>			
		<b>Safety Fuses</b>			
		<b>Scales—Industrial Dial</b>			
		<b>Scissors</b>			
		<b>Screw Machine Products</b>			
		<b>Screws</b>			
		<b>Scythes</b>			



# IT'S MADE IN CONNECTICUT

-CONTINUED-

<b>Sewing Machines</b>		<b>Steel Goods</b>		<b>Venetian Blinds</b>	
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven	Scovill Manufacturing Co (To Order)	Waterbury	The Permatex Fabrics Co	Jewett City
The Merrow Machine Co (Industrial)	2814 Laurel St Hartford	<b>Stereotypes</b>	New Haven	<b>Ventilating Systems</b>	Hartford
<b>Shaving Soaps</b>		W T Barnum & Co Inc	New Haven	<b>Vibrators—Pneumatic</b>	
The J B Williams Co	Glastonbury	<b>Stop Clocks, Electric</b>	Bristol	The New Haven Vibrator Co Inc (for all mechanical operations)	New Haven
<b>Shears</b>		<b>Studio Couches</b>	Waterbury	P O Box 1669	Meriden
The Acme Shear Co (household)	Bridgeport	<b>Switchboards</b>	Plainville	<b>Vises</b>	
<b>Sheet Metal Products</b>		Plainville Electrical Products Co	Plainville	The Charles Parker Co	Meriden
The American Brass Co (brass and copper)	Waterbury	<b>Switchboards Wires and Cables</b>	New Haven	<b>Washers</b>	
<b>Sheet Metal Stampings</b>		Rockbestos Products Corp (asbestos insulated)	New Haven	The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville
The American Buckle Co	West Haven	<b>Switches</b>	Hartford	American Felt Co (felt)	Glenville
The Patent Button Co	Waterbury	Colt's Patent Fire Arms Mfg Co	Hartford	Clark Brothers Bolt Co	Milldale
J H Sessions & Son	Bristol	<b>Tableware—Stainless Steel</b>	Meriden	The Sessions Foundry Co (cast iron)	Bristol
<b>Signals</b>		International Silver Co	Meriden	J H Sessions & Son	Bristol
The H C Cook Co (for card files)	Ansonia	<b>Tanks</b>	New Haven	<b>Watches</b>	
<b>Silks</b>		The Bigelow Company (steel)	New Haven	Benrus Watch Co	30 Cherry St Waterbury
Cheney Brothers	South Manchester	<b>Tape</b>	Middletown	<b>Waterproof Dressings for Leather</b>	Stamford
<b>Silverware</b>		The Russell Mfg Co	Middletown	<b>Webbing</b>	Middletown
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden	<b>Tap Extractors</b>	94 Allyn St Hartford	<b>Welding Rods</b>	
<b>Silverware—Hotel &amp; Institutional</b>	Meriden	<b>Taps, Collapsing</b>	New Haven	The Bristol Brass Corp (brass & bronze)	Bristol
International Silver Co	Meriden	<b>Tarred Lines</b>	Moodus	<b>Wicks</b>	Middletown
<b>Silverware—Plated Hollowware</b>	Meriden	Brownell & Co Inc	Moodus	<b>Wire</b>	
International Silver Co	Meriden	<b>Textile Machinery</b>	Hartford	The Bristol Brass Corp (brass & bronze)	Bristol
<b>Silverware—Sterling &amp; Plated Trophies</b>	Meriden	The Merrow Machine Co	Hartford	The Driscoll Wire Co (steel)	Shelton
International Silver Co	Meriden	2814 Laurel St	Hartford	Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted
<b>Silverware—Sterling Silver Hollowware</b>	Meriden	<b>Textile Mill Supplies</b>	Ivoryton	The Atlantic Wire Co (steel)	Branford
International Silver Co	Meriden	Ernst Bischoff Company Inc	Ivoryton	The Bridgeport Screw Co (scratch brush)	Bridgeport
<b>Silverware—Tableware, Silver</b>	Meriden	<b>Thermometers</b>	Waterbury	The Platt Bros & Co (zinc wire)	Waterbury
<b>Silverware—Tableware, Silver Plate</b>	Meriden	The Bristol Co (controlling, recording and indicating)	Waterbury	P O Box 1030	New Haven
<b>Silverware—Tableware, Sterling</b>	Meriden	<b>Thin Gauge Metals</b>	Waterbury	Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Sizing and Finishing Compounds</b>		The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	Scovill Manufacturing Co (brass, nickel silver)	Waterbury
American Cyanamid & Chemical Corp	Waterbury	<b>Thread</b>	Groton	<b>Wire Arches and Trellis</b>	
<b>Smoke Stacks</b>		Max Pollack & Co Inc	Willimantic	The John P Smith Co	New Haven
The Bigelow Company (steel)	New Haven	The American Thread Co	South Willington	423-33 Chapel St	New Haven
<b>Soup</b>		The Gardiner Hall Jr Co (cotton sewing)	South Willington	<b>Wire Baskets</b>	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	<b>Threading Machines</b>	Bridgeport	Rolock Inc (for acid, heat, degreasing)	Southport
<b>Speakers</b>		The Grant Mfg & Machine Co (double and automatic)	Bridgeport	<b>Wire Cable</b>	
Cinaudagraph Corp (High Fidelity for radios, motion picture houses and public address systems)	Stamford	<b>Time Recorders</b>	Thomaston	The Bevin-Wilcox Line Co (braided)	East Hampton
<b>Special Parts</b>		<b>Timers, Interval</b>	Bristol	<b>Wire Cloth</b>	
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St New Haven	<b>Tinning</b>	Middletown	The C O Jelliff Mfg Co (All metals, all meshes)	Southport
<b>Sponge Rubber</b>		Wilcox Crittenden & Co Inc	Waterbury	The John P Smith Co	New Haven
The Sponge Rubber Products Co	Derby	The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	423-33 Chapel St	New Haven
<b>Spreads</b>		<b>Tools</b>	New Haven	<b>Wire Connectors</b>	West Hartford
Palmer Brothers Company	New London	The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	<b>Wire Drawing Dies</b>	Waterbury
<b>Spring Units</b>		141 Brewery St	New Haven	The Waterbury Wire Die Co	Waterbury
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	<b>Wire Dipping Baskets</b>	
<b>Spring Washers</b>		<b>Toys</b>	East Hampton	The John P Smith Co	New Haven
The Wallace Barnes Co Div Associated Spring Corp	Bristol	A C Gilbert Company	East Hampton	423-33 Chapel St	New Haven
<b>Springs—Coil &amp; Flat</b>		The Gong Bell Co	East Hampton	<b>Wire Forms</b>	
The Humason Mfg Co	Forestville	The N N Hill Brass Co	East Hampton	The Humason Mfg Co	Forestville
<b>Springs—Flat</b>		<b>Trucks—Lift</b>	Stamford	The Wallace Barnes Co Div Associated Spring Corp	Bristol
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Trucks—Skid Platforms</b>	Stamford	<b>Wire Goods</b>	
<b>Springs—Furniture</b>		<b>Tube Clips</b>	Ansonia	The Patent Button Co	Waterbury
Owen Silent Spring Co Inc	Bridgeport	The H C Cook Co (for collapsible tubes)	Ansonia	The American Buckle Co (overall trimmings)	West Haven
<b>Springs—Wire</b>		<b>Tubing</b>	Waterbury	Scovill Manufacturing Co (To Order)	Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The American Brass Co (brass and copper)	Waterbury	<b>Wire Mesh</b>	Southport
<b>Stair Pads</b>		Scovill Manufacturing Co (copper alloys)	Waterbury	Rolock Inc (all meshes and metals)	Southport
Palmer Brothers Company	New London	<b>Tubing—Condenser</b>	Waterbury	<b>Wiremolding</b>	West Hartford
<b>Stamps</b>		Scovill Manufacturing Co	Waterbury	The Wiremold Co	West Hartford
The Hoggson & Pettis Mfg Co (steel)	New Haven	<b>Typewriters</b>	Hartford	<b>Wire Reels</b>	Bridgeport
<b>Stampings—Small</b>		Underwood Elliott Fisher Co	Hartford	The A H Nilson Mach Co	Bridgeport
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Typewriter Ribbons</b>	Hartford	<b>Wire Partitions</b>	
<b>Staples</b>		<b>Underclearer Rolls</b>	Mystic	The John P Smith Co	New Haven
Sargent and Company	New Haven	Sonoco Products Co (Climax-Lowell Div)	Mystic	423-33 Chapel St	New Haven
<b>Steel Castings</b>		<b>Vacuum Cleaners</b>	Hartford	<b>Wire Rings</b>	West Haven
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	<b>Valves</b>	Bridgeport	The American Buckle Co (pan handles and tinners' trimmings)	West Haven
Malleable Iron Fittings Co	Branford	Reading-Pratt & Cady Div American Chain & Cable Co Inc	Bridgeport	<b>Woodwork</b>	
Nutmeg Crucible Steel Co	Branford	<b>Valves—Automatic Air</b>	New Britain	C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
<b>Steel—Cold Rolled Spring</b>		Beaton & Cadwell Mfg Co	New Britain	<b>Yarns</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	<b>Valves—Flush</b>	New Britain	The Ensign-Bickford Co (jute carpet)	Simsbury
<b>Steel—Cold Rolled Stainless</b>		<b>Valves—Relief &amp; Control</b>	New Britain	<b>Zinc</b>	
Wallingford Steel Company	Wallingford	Beaton & Cadwell Mfg Co	New Britain	The Platt Bros & Co (ribbon, strip and wire)	Waterbury
<b>Steel—Cold Rolled Strip and Sheets</b>				P O Box 1030	Waterbury
Wallingford Steel Company	Wallingford			<b>Zinc Castings</b>	
				Newton-New Haven Co Inc	688 Third Ave West Haven (Adv.)



# SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

## DAN R. CAMPBELL

*Distributor*

*Fire and Safety Appliances  
and  
Dugas Dry Compound Apparatus*  
Stamford Tel. 3-4162

*Rates for this space  
exceptionally low*

## COAL

**T. A. D. JONES & CO., INC.**  
*24 hour service to Connecticut  
Industries*  
New Haven — Bridgeport

*Ask about rates for one or  
more of these spaces.*

## DIESEL ENGINES

**WOLVERINE MOTOR  
WORKS, INC.**

6 Union Ave. Bridgeport

## ENGRAVERS

**DOWD, WYLLIE & OLSON**  
*Advertising Art &  
Photo Engraving*

106 Ann St. Hartford

## CURTIS 1000 INC.

*"Good Envelopes Plus Ideas"*

342 Capitol Ave. Hartford, Conn.  
Phone 2-1125

## FENCING

**THE JOHN P. SMITH CO.**  
*Distributors for Page fence.  
Manufacturers of Wire Cloth,*

433 Chapel St. New Haven

*Ask about rates for one or  
more of these spaces.*

## THE HENRY SOUTHER ENGINEERING CO.

*Engineering & Chemical  
Service*

*Research Facilities for  
Industry*

Hartford, Conn.

*Ask about rates for one or  
more of these spaces.*

## WOODWORK

**C. H. DRESSER & SON, INC.**  
*Factory—Cabinet—Special Wood-  
work of All Kinds*  
287 Sheldon St. Hartford

## INSURANCE

**AMERICAN MUTUAL  
LIABILITY INS. CO.**

*Workmen's Compensation Ins.*  
Boston - Bridgeport - Hartford

## PLATERS SUPPLIES— CHEMICALS

**APOTHECARIES HALL  
COMPANY**  
*Established 1849*  
WATERBURY, CONN.

*Rates for this space  
exceptionally low*

## PRINTERS

**THE CASE, LOCKWOOD &  
BRAINARD CO.**

*Printers and Binders*

Trumbull St., Hartford

## RECORDING INSTRUMENTS

**THE BRISTOL COMPANY**

*Recording and Controlling  
Instruments*

Waterbury - Connecticut

## TRANSPORTATION

**AMERICAN-HAWAIIAN  
STEAMSHIP CO.**

*Coast-to-Coast Freight Service*  
New York — Boston

*Authorized Distributor*

**GENERAL ELECTRIC**  
*Water Coolers*

**RENTALS - SALES - SERVICE**  
*Industrial Applications a Specialty*

**Thompson Water Cooler Company**  
New Haven 7-0115\* Waterbury 4-3319  
Bridgeport 3-5787\* Hartford 5-2103

*Ask about rates for one or  
more of these spaces.*

## DOLLAR STEAMSHIP LINES, INC., LTD.

*Inter-coastal—Far-East and  
Mediterranean freight steamer  
Service*

New York Boston

*Ask about rates for one or  
more of these spaces.*

## ...Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

## SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

### FOR SALE—RENT—WANTED

**WANTED—JOB WORK.** Special machinery and parts made to order. 73 years' experience manufacturing machinery at your disposal. Your inquiries are solicited. Address S. E. 115.

**FOR RENT** in Bridgeport approximately 20,000 square feet, one-story building. Columns on sixteen foot centers. Railroad siding and water facilities. Address S. E. 119.

**WANTED—**We have equipment for manufacturing wood mechanisms for certain types of wood work, metal machine work and small punching. Will gladly advise or quote on any item. Address S. E. 120.

**WANTED—CONTRACT WORK.** A thoroughly reliable Connecticut manufacturer desires contract work of the machine, sheet metal, polishing and buffing varieties. Interested parties should write to S. E. 121.

**SWAP?** Factory rearrangement necessitates disposing of a seldom used planer, 48" x 48" x 8". Would like to arrange with some shop to take this out, doing our work in payment. No cash required. Address SE-122.

**WANTED—CONTRACT WORK.** Electrical manufacturer is looking for products to supplement their general line. Equipped with power presses, band saws, engine lathes, hand turret and automatic screw machines, bakelite presses. Inquiries should be addressed to SE-123.

**STAMPINGS AND ASSEMBLY**—Do you need metal stampings or someone to do light assembly? A reputable Connecticut manufacturer with many years of experience in the metal stampings and assembly fields is now in a position to make screw machine parts and metal stampings and do contract work on light assembly at reasonable prices. Just drop us a line about your requirements and we will advise what we can do for you promptly. Address S. E. 124.

**WANTED—TO BUY.** Connecticut manufacturer desires to secure sources of contract supply in a position to do threading operations on substantial quantities of small electrical parts. For further details write S. E. 125.

**FOR SALE OR RENT.** Modern Brick Factory Building, 25,000 square feet of floor space. Oil burning heating system. Automatic sprinkler and other modern equipment. Additional storage buildings—ample land for future expansion—good labor center—conditions most favorable for manufacturing requirements. Location Plainville, Connecticut. Address S. E. 126.

**WANTED—TO BUY.** Nos. 4½, 5, 5½ Bliss single action double crank straight side presses. Nos. 103, 104, 105 Bliss double crank inclinable presses. No. 3 L. & J. inclinable press. Address S. E. 127.

**FOR SALE** 2—40 H. P. 720 R.P.M. Type MT-346 G. E. Motors, Form B, 220 V. 3 phase 60 cycle with controller. Reasonable price. Condition as good as new. Address S. E. 128.

**WANTED.** Contracts for white metal castings and light stampings in any metal. Also finishing in all plates, silver, gold, brass, bronze, copper and all combinations of same. Address S. E. 129.

### EMPLOYMENT

**DO YOU WANT TO SELL YOUR MANUFACTURING BUSINESS OR INTEREST?** CONNECTICUT INDUSTRY has the names of one group desiring to purchase a small manufacturing business, another that desires to purchase a paint or varnish manufacturing business and a third who will invest a very large sum to purchase control of a potentially profitable concern. Address your offerings to the Editor, CONNECTICUT INDUSTRY.

**WASHINGTON, D. C.—MANUFACTURER'S REPRESENTATIVE.** 10 years experience in securing large Government contracts for manufacturers, well informed on Government procedure. Bank references. Commission Basis. Address P. W. 510.

**YOUR OFFICE** routine has become a problem. The solution may be here. If you will interview a person with varied experience in manufacturing and commercial office methods, I may be able to give you the ideas and render you the services you need. Anything is worth trying. Address P. W. 530.

**ACCOUNTANT—EXECUTIVE.** Man experienced in factory and general accounting, practical systems, tax returns and insurance. One who can put spirit into an organization and get results. Desires to locate an opportunity with a growing company where he may prove his worth. Address P. W. 531.

**DIE CUTTER.** Man with ten years experience as a die cutter with manufacturing companies desires a position in his line of experience. For interview address P. W. 533.

**NO WEAK SISTER**—Mail order and correspondence expert for New York City manufacturer, wants position in Connecticut. PW-534.

**FACTORY MANAGER** or Superintendent—seasoned executive with practical management and engineering background, covering broad diversified manufacturing experience. Thorough knowledge of purchasing; budgets; cost analysis and reduction; product design; equipment tooling-up; materials; modern production methods; wage systems with incentives; plant upkeep; labor relations. PW-535.

**ACCOUNTANT.** Capable of filling treasurer, controller and accounting positions. Have had twenty years experience, especially cost accounting, budget and general administration of employees. Neat appearance and pleasing personality, age 45. PW-537.

**EXECUTIVE.** Man with long experience in management of a business and who has an intimate knowledge of sales, accounting, and purchasing, now desires an opportunity to serve another New England concern since the recent change in stock ownership of the company which employed him for many years. For detailed history and interview write PW-538.

**DO YOU NEED MONEY?** Capital available for industry. Loans at 4½% for 12 years at an underwriting cost approximating 4% for all fees, appraisals, legal expenses, etc., can be obtained for such purposes as new buildings, additional working capital, debt funding, etc. No expense is incurred until the loan is made, at which time the underwriting cost is due. Minimum loan is \$75,000. Manufacturers can receive a "Definitive" reply in 48 hours after receipt of the inquiry. For further details address Box C. A. 1.

**I AM IN THE MARKET** for a position with a progressive manufacturer who can employ the following purchasing qualifications to advantage. Engineering school graduate—age 31—At present Purchasing Agent for small manufacturer. Eight years diversified engineering, manufacturing, and purchasing experience. Extensive knowledge of materials, material sources and manufacturing methods. Proven executive and purchasing ability. Locate anywhere. Address P. W. 541.

**ACCOUNTANT-BOOKKEEPER** desires responsible position with corporation, experienced in machinery, automobile and R. R. supply trade. Address P. W. 542. (M. J. J. A.)

**TOOL ENGINEER,** age 28. Knows production methods, wants work in production planning or like, experienced in tool and machine design. Has E. E. Degree and experience in electrical lines. Address P. W. 543.

**EXECUTIVE** who has proved his merit by pulling a company operating in a highly competitive field out of receivership and developing it into a profit-maker during the past ten years, seeks an opportunity to produce profits for another Connecticut or New England company. In the fourteen years he was connected with this organization, he served as comptroller, assistant general manager, secretary, treasurer, general manager, and receiver. He may open the door to greater profits in your company by permitting him to demonstrate how he may serve you. Appointment may be arranged by addressing P. W. 546.

**CREDIT EXECUTIVE.** Man with over 20 years experience in credit work with two large nationally known corporations, now seeks an opportunity to sell his services where he can demonstrate their profitable use either in the credit or sales branches of industry or commerce. He will call upon you upon invitation addressed to P. W. 547.

**SHIPPER.** Man who has shipped over 10 million dollars worth of manufactured products in his 20 years of experience in the shipping field and whose accomplishments have received the acclaim of his employer now seeks an opportunity to serve another manufacturer because of the closing of the plant of his former employer. For further details write P. W. 548.

**POSITION WANTED,** on account of management reorganization, by a man of twenty years experience as Purchasing Agent for a large concern. Can install purchase and stock, and Inventory Control Systems. Address P. W. 549.

**MANUFACTURING EXECUTIVE—METAL STAMPINGS,** Management and Engineering background with wide diversified experience in the manufacture of pressed and deep drawn metal stampings. Thorough knowledge product design; costs; purchasing; tooling up; plant upkeep; modern production methods; wage systems; organization and labor relations. Address P. W. 550.

# ROGER SHERMAN

## TRANSFER CO.



Heavy Hauling

•  
Rigging

•  
Steel Erection

CRANES up to 60 ton capacity

BOOMS up to 150 feet

WINCH TRUCKS & TRAILERS up to 100 ton capacity

JUST ASK Bigelow Boiler Works  
Chance - Sikorsky  
Hamilton Standard Propeller  
Pratt & Whitney Aircraft  
New Departure Mfg. Co.  
New Britain - Gridley Machine Co.

HARTFORD

8-4153

NEW HAVEN

6-1368

*Long Distance*

**IS A GOOD DIPLOMAT--  
WHEN YOU MUST SETTLE A COMPLAINT**

Long Distance is a good diplomat when things go wrong. It puts your business on a personal, friendly basis. And your call proves that the complaint is as important to you as to the customer. With your telephone you can handle complaints with greater speed and with greater satisfaction. You can even go beyond the immediate job of straightening things out — and build up closer customer relations for your company — by telephone.



THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

**D W O W D**  
**YLLIE**  
**& OLSON INC.**  
ADVERTISING ART  
PHOTO ENGRAVING  
100 ANN ST.  
HARTFORD, CONN.

**ADVERTISING  
PRINTING**  
THE CASE, LOCKWOOD & BRAINARD  
COMPANY  
85 TRUMBULL STREET  
HARTFORD, CONNECTICUT  
PHONE 2-2401



